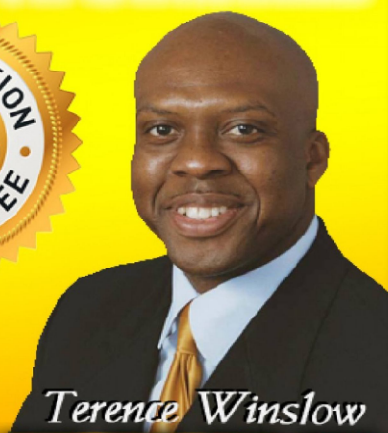


# THE POWER OF MENTORSHIP



*Terence Winslow*



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Proctor



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## THE POWER OF MENTORSHIP

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# Introduction

## The day I found good fortune...

ABOUT 28 YEARS AGO, at age 19, I found myself living in a small town in northern Idaho. Although I had a good job and owned my own home, I did not have much in the realm of success and abundance.

However, what I did possess was a desire to have more, be more, and do more. That was my Millionaire Within on his journey to make it to the outside world. That was also the day good fortune shone down on me.

I remember clearly that warm spring day. The sun was shining, the birds were singing, and the sky was crystal blue. It was a Saturday morning, and I was out browsing all the local yard sales; however, the people there called them vintage sales, which was just a fancy name for "junk sale!"

At this particular *vintage* sale, my eyes fell on a book which had a most compelling and interesting title, *Think and Grow Rich*. With that title and a price tag of only ten cents, I quickly bought it. That afternoon, as I began to read this book, it occurred to me that I had found a treasure chest of gold.

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Never before had I read or even heard the kind of information I now found myself engulfed in. Before I knew it, it was dark, and it seemed as though I could not put the book down.

Little did I know then, but that was the day my Millionaire Within was set free.

Today is the day good fortune finds you! How do I know that? I know it because you are reading this book.

However you came across this book, whatever means it came into your hands, was not by chance, luck, or coincidence. It came into your life because somewhere, somehow, at sometime you set the law of attraction into motion to bring you more success and achievement. It is the key that will help you release the Millionaire inside of you to bring you all the wealth and happiness you could ever desire.

Everyone has a Millionaire inside of them, waiting and wanting to be released. Is this statement just a cliché or motivational hype? Absolutely not! Everyone is just one idea away from becoming a self-made millionaire.

Most people have thousands of ideas and thoughts of businesses, products, services, and inventions, that if just acted on, could create untold wealth for them. Ideas are what create wealth. People become millionaires because of the ideas and thoughts they

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have and then by putting action behind those thoughts.

The problem with most people is that they allow the Millionaire Within to stay locked up and dormant. Why is that? The reasons are many and varied; they include fear, doubt, bad mental programming, being unaware of their true potential, and in some cases, downright laziness!

You are just one idea away from having an idea that will stuff your bank account full of cash!

If one were to conduct a study, they would find there are some very distinct differences between the successful and unsuccessful.

Let's take a look at what some of those differences are:

1. The successful think differently. They think about things they want, not about the things they don't want...they unleash their thoughts and ideas to create the success and wealth they desire. *Thus, the top heading of our book reads ... Thinking Beyond the Boundaries of Limitation.*
2. The successful spend their money differently. They invest money on things that will first improve themselves, secondly to improve their finances and business, then they invest money on things that bring themselves pleasure, and finally

on things like charities which benefit and pleasure others.

3. Their inner circle of close friends is ultra-successful and usually more successful than they are. As Mark Baker, my good friend and co-author of two Power of Mentorship books, wrote, "If you want to become rich ... you must remain broke."

What that means, as his mentor taught him, is if you are a millionaire, you must hang out with multi-millionaires and if ... well, you get the idea.

**Here is the amazing thing about life...**

**You can do what you can't do,  
if you don't know you can't do it!**

Two 10-year-old boys were playing on an ice-covered lake when one of the boys hit a soft spot and fell into the water. With no adults around, the other boy quickly ran and got a tree limb and pulled his friend out. When the paramedics and police arrived, they asked, "How did this young boy pull this heavy tree limb across the lake to save his friend?"

One lady raised her hand and said, "I know how he did it—nobody was around to tell him he could not do it." That is a true story.

Why do so many people live lives of mediocrity at best, unhappy and unfulfilled? The problem is *nobody told us we're unlimited, but instead told us we're limited on what we can do, what we can be, and what we can have.*

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We are here to tell you that you are an unlimited person and the majority of the limitations on your life are self imposed. Our mission and passion are to help you say “yes” to your dreams—to help you become everything you desire to be in life.

The life-changing chapters you will read in this book will inspire, encourage, relight your passion, restore hope for your future, and give you the insights you need to accomplish the goals you set for yourself.

Remember, you have a Millionaire Within you; don’t you think it is time to set that Millionaire free?

I encourage you to contact the authors in this book; they would love to hear from you and find out how they can help you take your success to the next level.

Until then, I wish you the best of success!

*Don Boyer*



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The mission of Bravado Investments, dba B360, is to provide continued training, coaching, consulting, and networking opportunities, while advancing the interests of the direct sales profession. B360's entire goal is to lead today's entrepreneurs and sales professionals to FINANCIAL FREEDOM through the understanding and execution of THEIR VISIONS through relationship and affiliate marketing. You can find Terence at [terence@terencewinslow.com](mailto:terence@terencewinslow.com), call him at (866) 375-8777, and by visiting his web site at [www.terencewinslow.com](http://www.terencewinslow.com).

## Chapter One

# Seven Principles of Servant Leadership

Terence Winslow

*"Clearly you are an epistle of Christ, ministered by us,  
written not with ink, but by the Spirit of the living God,  
not on tablets of stone, but on tables of flesh,  
that is of the heart."  
- 2 Corinthians 3:3*

MENTORING IS TRANSFORMATIONAL, AND it involves much more than simply acquiring specific skills or knowledge. Mentoring is about relationships and involves both the professional and personal. In many ways, it is like counseling.

As we embark on this journey today, I'll share insights on how to increase your success in life and business. I will address seven principles that have allowed me to be successful in both life and business. I hope these seven key principles about successful relationships will allow you to achieve a better life and improve your health and income.

## **PRINCIPLE #1 Balance**

In my own personal life, as well as the lives of millions of others in the Internet age, balance has become a critical topic. We are bombarded each day with Tweets and Facebook messages, Instagrams and LinkedIn connections about staying balanced. Obviously, it is one of the great challenges of entrepreneurs. Most people think there just isn't enough time in the day, but I challenge you to remind yourself that each and every one of us start with the same amount of time each and every day, 24 hours.

I want to share some things with you about balancing your time that will not only increase your efficiency in life but will also give you back the peace of mind that we all so desire, and that is "Time Blocking." Time blocking is setting aside an amount of time without any distractions and interruptions. I challenge you to make it a habit throughout your weekly routine to find some quiet time and set aside specific time in your calendar to accomplish your most important tasks for the day.

"How do you explain the relativity of time?" the professor was asked. "Well," he said, "If I'm rushing to catch a plane and the check-in clerk is so slow that I miss it, the extra two minutes don't mean much to him but they sure make a difference to me. That's relativity."

## **PRINCIPLE #2 Relationships**

Building excellent relationships is the cornerstone to any successful life or business. As I discuss this principle here, I want you to focus on some of the specific things you can do to build excellent relationships in your life and your business. Here are a few insights I want to share with you. One of the most important relationships in anyone's life and business is the personal relationship they have with their self and their Creator.

Three components of building excellent relationships I want to expound on are business soft skills, the relationship with yourself, and the relationship with your creator.

What are business soft skills? Business soft skills are those personal attributes that can enhance a person's career potential and work performance. They are people skills, such as how to listen effectively, creating a reputation, knowing what is expected of you, and both written and verbal communications, just to name a few.

Your soft skills can determine how successful you are in the workplace. Soft skills compliment hard skills, which are those attributes that appear on your resume, such as your education, experience, and current level of expertise.

As you focus on with these relationship principles, be clear on your purpose and intent. I highly suggest that you are crystal clear on your purpose and especially your intent as you go out in life and create business relationships and relationships with your friends, family, coworkers, and mentors.

Surrounding yourself with well-chosen relationships, especially mentors, will dramatically impact your life, as well as your business, for years and generations to come.

### **PRINCIPLE #3 Accountability**

Accountability cannot exist without some accountability principles or system(s) in place; this is where you and your mentor want to set a week-to-week or maybe even a biweekly follow-up. This is a chance to learn from open and honest feedback from both yourself and your mentor.

This is where you want to be candid with the feedback, discover those acres of diamonds within yourself, and gain a greater insight from the wisdom and experiences of your mentor.

Charles "Tremendous" Jones was right when he said, "There are essentially two things that will make you wiser—the books you read and the people you meet." Make sure you do both.

## **PRINCIPLE #4 Vision**

As I discussed the principle of vision, I wanted to bring to your attention the power of a vision board. A vision board has a way of unlocking the law of attraction ... just think for a moment, close your eyes at the beginning of a blink and picture the thousand grains of sand along the beach. Think about the ocean, and as you breathe in and out, think about the ocean air in your lungs. It's a sunshiny day; you can feel the rays of sun on the back of your neck. What a marvelous vision!

A vision board is simply a visual representation or collage of things that you want to have, be, or do in your life. Having a crystal-clear vision of the things you hope to accomplish in your life and your business is the paradoxical of success. Just as sure as the sun rises in the east and sets in the west, when you have a crystal-clear vision of your life as you embark on each and every day, you will be prophetically successful!

## **PRINCIPLE #5 Alliances**

What comes to mind when you hear the word "alliances?" Many times, we forget that business is a team sport and it's very important to have a great team. On that great team, there are great leaders. Those great leaders form an alliance, and with that alliance, they become an unstoppable force. Many times, we go into business without considering our

most precious resource—the people who make up the business.

Healthy alliances are as important as the winning ticket in the lottery. When I think about the word alliance, I am reminded of Robert Kiyosaki's quote, "Successful people build networks." As you build your business networks, I want you to consider your networks as the Rock of Ages and use a givers gain mindset and watch your business or brand become a river of income for both you and your alliances.

"As we have recaptured and rekindle our pioneering spirit, we have insisted that it should always be a spirit of justice, a spirit of teamwork, spirit of sacrifice and above all, a spirit of neighborliness." - President Franklin D. Roosevelt - October 4, 1933.

## **PRINCIPLE #6 Dependence**

As I write about the principle of dependence, I'm constantly reminded of the countless hours, days, weeks, and years that I spent NOT reflecting on the power of time and its relationship to our goals and dreams. For many years as an entrepreneur, I was very busy, rather than productive. It wasn't until a few failures that I became aware of the principle of dependence and how we are all connected for a divine purpose—a greater good. Each of us, no matter how successful we've become, haven't truly lived or tasted the fruits of our labor until we've shown

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someone else how to become successful at their passion.

As you focus on your goals, mentally align yourself with the laws of the universe. Just as gravity is responsible for keeping the earth and the other planets in their orbits around the sun, consider yourself and your mastermind team as planets circling the sun. Soon, you'll realize there is truly a time and season for everything, especially success in life and business as you've charted your goals and dreams with crystal-clear clarity.

Know that it is your magnetic compass, your true north, as well as your beacon of light at the end of the tunnel, that you can be totally 111% dependent on without fail.

If you pay attention at every moment, you form a new relationship to time. In some magical way, by slowing down, you become more efficient, productive, and energetic, focusing without distraction directly on the task in front of you. "Not only do you become immersed in the moment, you become that moment."

- Michael Ray

### **PRINCIPLE #7 Obedience**

Finally, as our journey comes to a close, I want to speak to you about the principle of obedience. As you wake each morning, I challenge you to start with the Creator of the universe and read a scripture from the

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Bible each and every day, which will set the tone for your day as you travel the highways and byways and exit your residence. You'll be given an energy, passion, and zeal to go out and serve others with your life and your business.

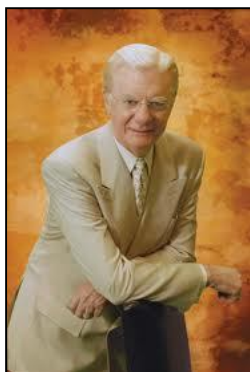
I challenge you to do this daily and at the end of each day; sit in a quiet place, free of noise and distractions, and reflectively think about your blueprint for that particular day. Meditate on your successes and those you have met or with whom you've shared your products or services. Seek out the best experiences and be obedient to following through on whatever promises or commitments you have made. As we bid farewell on our journey, I leave you with a creed that I had the privilege of living and faithfully serving my country in the U.S. Army for more than 20 years and 10 days.

No one is more professional than I. I am a noncommissioned officer, a leader of soldiers. As a noncommissioned officer, I realize that I'm a member of a time-honored corps which is known as the backbone of the Army. I'm proud of the corps of the noncommissioned officers, and I will at always times conduct myself to bring credit upon the corps, the military service, and my country regardless of the situation in which I find myself. I will not use my grade or position to attain pleasure, profit, or personal safety.

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Competence is my watchword. My two basic responsibilities will always be uppermost in my mind—accomplishment of my mission and the welfare of my soldiers. I will strive to remain technically and tactfully proficient. I'm aware of my role as a noncommissioned officer, and I will fulfill my responsibilities inherent in that role. All soldiers are entitled to outstanding leadership; I will provide that leadership. I know my soldiers, and I will always place their needs above my own. I will communicate consistently with my soldiers and never leave them uninformed. I will be fair and impartial when recommending both rewards and punishment.

Officers of my unit will have maximum time to accomplish their duties; they will not have to accomplish mine. I will earn their respect and confidence, as well as that of my soldiers. I will be loyal to those whom I serve—seniors, peers, and subordinates alike. I will exercise initiative by taking appropriate action in the absence of orders. I will not compromise my integrity or my moral courage. I will not forget, nor allow my comrades to forget, that we are professionals, noncommissioned officers, leaders!



For 40 years, Bob Proctor has focused on helping people create lives of prosperity, rewarding relationships and spiritual awareness. Featured in the internationally acclaimed "The Secret," Proctor is widely regarded as one of the living masters and teachers of The Secret (The Law of Attraction) and is the best-selling author of *You Were Born Rich*. For information on how Bob Proctor's live seminars, best-selling books and recordings can excavate the wonderful gem of your own mind, contact him 1-800-576-6416 or 416-482-1065, or send an email to him at: [coaching@bobproctor.com](mailto:coaching@bobproctor.com), or visit his website at [www.bobproctor.com](http://www.bobproctor.com).

## Chapter Two

# **It's Easy to Earn Money**

Bob Proctor

THERE IS A REAL possibility that everything you and I have been taught about how to earn money is so far from the truth that it's almost comical. Earning money has nothing to do with age, formal education, gender or geography. It has nothing to do with past experience or your formal years of education or your level of intellect. There are individuals who are functionally illiterate who have become multimillionaires, while there are others who are absolutely brilliant and they are broke. Virtually anyone can be taught how to earn millions of dollars and yet the sad truth is that 97 out of every 100 people are born, live their entire lives, and die without ever learning how to earn money. To perpetuate this ridiculous problem, their ignorance is passed along from one generation to the next.

Our school system has been designed as an environment to enlighten young minds, to replace ignorance with understanding and ultimately improve the quality of life. And though our educational system has obviously been successful in

many areas, it has woefully neglected one important subject, "How to Earn Money." A lack of understanding in this area is the cause of numerous unwanted and unnecessary problems, since money is the medium of exchange that is used worldwide for other people's products and services.

There has always been a small, select group, approximately 3% of our population, who clearly understand that prosperity consciousness is the primary cause of wealth and their prosperity consciousness, like ignorance, is also passed down from one generation to the next.

Let's look at "money." What is it? *Money is a reward you receive for the service you render.* The more valuable the service, the greater the reward. Thinking of ways we can be of greater service will not only help us earn more money, it will also enable us to grow intellectually and spiritually.

MONEY IS AN IDEA. The paper you fold and place in your purse or pocket is not money. It is paper with ink on it. It represents money, but it is not money. Money is an idea. The earning of money has nothing to do with the paper stuff, it has to do with consciousness.

To accumulate wealth, a person must become very comfortable with the idea of money. That may sound strange, however most people are not comfortable with the idea of money, which is why they do not

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have any. The cause of poverty is poverty consciousness. A poverty consciousness will cause a person to see, hear, think and feel ... lack and limitation.

The late Mike Todd said, *"Being broke is a temporary situation. Being poor is a mental state."*

He was correct. There are wealthy people who lose every cent they have through a series of mistakes in judgment, but that does not make them poor. They will have it all back in a short time because of their prosperity consciousness.

Many years ago, George Bernard Shaw expressed his thoughts on money. People have such strong views on both of these statements, I purposely use them in my seminars to cause the attendees to think.

1. It is the duty of every person to be rich.
2. It is a sin to be poor.

Before you reject these as being ridiculous, let's analyze them. To fully understand what Shaw was saying, you must have an open mind. There is a law that states everything is moving, absolutely nothing rests. You are either moving ahead in life or going in reverse...growing or dying...creating or disintegrating, becoming richer or poorer.

There is another law to which people often refer in many different ways ... Karmic Law ... Sowing and Reaping ... Cause and Effect ... Action, Re-Action.

How you refer to this law is of little importance relative to your understanding of how it works.

The thoughts, feelings, and actions that you express in life are seeds that you sow. The conditions, circumstances, and things that come into your life are the harvest you reap as a **RESULT** of the seeds that you sow. For a moment, store this information in the back of your mind while we investigate the deeper understanding of the words **SIN** and **MONEY**.

Sin is ... transgression of the law. Violating the law is a sin and, in truth, the price of sin is death. That does not mean your heart will stop beating, but it does mean you will regress. I previously mentioned there is a law that states you will either create or disintegrate, you will grow or die. When you attempt to "get" without giving, you are trying to reap the harvest without sowing the seeds, and it will not work.

Now, let's look at "money." What is it? *Money is a reward you receive for the service you render; the more valuable the service, the greater the reward.* Attempting to "get" money without providing service is also a violation of the law.

Shaw believed you and I are here to serve one another. Thinking of ways we can be of greater service will enable us to grow intellectually and spiritually. It is our duty to serve, and money is a reward we receive for that service. If a person has

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received their money in an unlawful manner, by law, they must pay the price; you reap what you sow. In light of the laws that govern our universe, what Shaw said is correct. However, if a person is not consciously thinking, Shaw's statements would appear very callous, even ridiculous. Personally, I believe Shaw made those statements the way he did to provoke people to think.

Quite simply, what Shaw was emphasizing was the importance of our own responsibility in the quest for abundance. Abundance is something we magnetize ourselves to ... we draw it into our lives ... in every aspect of our lives. Business associates, friends, everything we want will come into our life by law, not luck. You are either attracting or repelling good. It is your own consciousness that ultimately determines your results.

**"Money is in consciousness, and it must be earned."**

If you want to improve your financial position in life, focus your attention on creating a higher level of prosperity consciousness. Begin by preparing a powerful, positive affirmation and fuel it with emotion. When you do this, you are depositing this creative energy in the treasury of your subconscious mind. And, by repeating this process over and over and over again every day, it will begin to alter your conditioning and mentally move you in the direction

you want to go. Write it out, read it, feel it, and let it take hold of your mind.

How much money do you want? Saying you want more is not good enough. Five dollars is more. How much more? Decide on a figure. Be specific. You will not seriously want more money than you are capable of earning ... however, you would be wise to remember, you must earn it.

### THERE ARE THREE INCOME EARNING STRATEGIES

Trading time for money – By far the worst of the three income earning strategies, it is employed by approximately 96% of our population – doctors, lawyers, accountants, laborers, etc. There is an inherent problem with this strategy – **saturation**. You run out of time. If a person accumulates any degree of wealth employing this strategy, it will be at the expense of a life. They compromise on the car they drive, the house they live in, the clothes they choose and the vacations they take. They rarely, if ever, get what they want.

Investing money to earn money – This strategy is used by approximately 3% of the population. The number is small for the obvious reason – very few people have any money to invest. Many people who effectively employ this strategy follow the advice of a trusted, knowledgeable advisor.

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Leveraging yourself to earn money – This is where you multiply your time through the efforts of others by setting up Multiple Sources of Income (MSIs). This is, without question, the very best way to increase your income. Make a decision to have many sources of income; it's the strategy that wealthy people have used dating clear back to the ancient Babylonians. Unfortunately, this strategy is only used by approximately 1% of our population, yet that 1% earns approximately 96% of all the money that is earned! You are only a decision away from membership.

Once you determine how much money you want to earn, write it down on a sheet of paper in large figures. Look at the number with the dollar sign beside it and tell yourself over and over again:

THAT AMOUNT OF MONEY IS AN EFFECT. IT REPRESENTS A REWARD THAT I WANT TO RECEIVE. WHAT SERVICE CAN I RENDER THAT WOULD BE DESERVING OF THAT REWARD?

Take the total figure and divide it into multiple parts. Let each part represent a source of income. Each source of income represents a separate reward that you would receive for a service you would render. Work on one source of income at a time; each one can become an exciting part of your life.

- Think of how you can do whatever you do – more effectively.

### It's Easy to Earn Money: Bob Proctor

- Think of how you can improve the quality and quantity of service you render.
- Think of how you can help people in a greater way.
- Money is a servant; the more you earn, the more you can help others.

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## Chapter Three

# Wealth is Your Birthright

Don Boyer

THEY SAY THERE ARE seven wonders of the world; and as magnificent as they are, I find a more complexing wonder to be the abject poverty that some people live in and the unlimited wealth others enjoy. Why does 97% of all humanity struggle and only 3% live a life that is filled with all the wealth, joy, and happiness life can offer?

That is a question I wrestled with for over 20 years, spending thousands of dollars and years of research only to find that the answer to that question seemed elusive and foggy, at best. But then, I found the answer.

The reason why most struggle with life is:

*Nobody told them they were unlimited people, but, however, told them during their entire life that they were limited.*

Of course, people experience limitation in their life, not because they are limited, but because they were told they were from birth and they believed it.

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You were designed for success, engineered for achievement, *but programmed for failure*. Your current struggles and limitations are not your fault, but they are your responsibility and changing them is within your control. You deserve to be and can be a Millionaire because wealth is your birthright. Let me explain what this means and how it works by giving you five fundamentals of life.

1. We live in a friendly universe. This earth and life are designed to bring us happiness, joy, wealth and every other good thing that we enjoy, so that we can be happy, fulfilled and productive during the time we have here on this earth. Life is designed to work through principles and laws. The reason for this is so we can predict, create, and control our life, future, and destiny with 100% accuracy.

There are no guessing games in life. Everything in life is a byproduct of cause and effect. There is an understandable and measurable reason for everything that happens to us in life, good or bad. There are no mysteries to life. There are no freak accidents, no chances of good or bad luck. It is all based on accurate laws, the same as gravity.

2. The earth and all its wealth were here before you came here; and no matter how much or how little you accumulate while you are alive, you will leave it here on earth when you die. The reason why God placed all the wealth here on earth is so that you can enjoy it and have a wonderful life while you

are here. In essence, all the unlimited wealth on earth is your heritage and birthright. You can have as much wealth and riches as you want, and that is the truth.

3. It would be unfair and cruel to have all this wealth on earth, having it belong to you by birthright, yet, not be able to access it. Yet, that is how 97% of all people live<sup>0</sup>—in lack and struggle. Why is that? Oh my, people could fill an entire library of excuses why ... "My parents, education, race, spouse, kids, job, the government," and the list goes on and on. But no matter what the excuse is, it is the wrong answer. The reason people live in lack in a world of unlimited abundance is because they do not understand how the law of attraction works and, therefore, use it to bring them the things they don't want instead of things they do want.
4. When you were born, you were given the ability to think. Thinking is the key to bring to yourself everything you want. Unfortunately, it is the key to bringing you everything you don't want, as well. Thinking is your birthright to unlimited wealth. Through the power of your thinking, you attract everything you want or don't want into your life.

My early millionaire mentors told me, "The only difference between a rich man and a poor man is their method of thinking." Rich people are always thinking of things they want, while poor people are always thinking of things they don't want.

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5. You are an unlimited person. The reason you have no limits is because there are no limits on the law of attraction, and, by your thinking, you tap into and govern that unlimited law. There are two ways of doing everything in life - the hard way and the easy way. Guess which way 97% of all people use? The hard way. Thinking the way to wealth is through hard work, sacrifice and toil. That is one method, if you are addicted to misery.

There is a much easier and faster way to attain wealth that is also fun and enjoyable. That way is by learning and using this great law of attraction. You create and attract wealth into your life. How? By training yourself to only think on things you want and never allowing your mind to dwell or focus on things you do not want.

Is it really that simple, and does it really work? That has been the Secret of all multi-millionaires and great leaders through time and history. It is the Secret of the rich in the 21<sup>st</sup> century, as well.

The question now becomes: Are you going to use the Secret to tap into your birthright and let your Millionaire Within come out?

Aren't you sick and tired of making other people rich? Shouldn't it be your turn to have the big income, dream house, and dream vacations?

Okay, maybe you are one the rare few who love your job. Do you realize that as long as you work for

someone else, you will never become wealthy? Maybe you're saying, "What if I get a job that pays a lot?" That's even worse, because the more you make as an employee, the more money the government takes away from you in taxes.

Unless you make some drastic changes in your thinking, belief systems, associations, knowledge and actions, your life will not get any better than what it is today. Your today will be the best it gets. For most people, that is not a good prospect.

You have invested your time and money in this book, and that is a great step in tapping into your birthright of wealth. Now, I want to invest in you by giving you a free copy of one of our other Power of Mentorship books. In fact, I want to give away 50,000 copies!

Why in the world would I want to give away 50,000 copies of our book for free? Because I am a nice guy? Yes, that is it, I am a nice guy. But it goes further than that; it really has to do with my mission and passion in life.

Let me share with you a true story. Today I am 47 years old. Back when I was 16 years old, I would cash my check after work every Friday and would take 50% of it in cash (a whole \$28.00) and would drive to Skid Row in Los Angeles and give it to those living on the streets. One man I gave money to had tears in his eyes, and he grabbed my arm and said, "Son, you are

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an angel from heaven.” This was a very dangerous thing for a 16-year-old boy to be doing.

I did not go down there because I was a saint or because I was trying to be good. In fact, I never knew why I did that until I was a grown man. I gave that money during my teens because I have a purpose and passion (put there by God) to help eradicate poverty and lack from your life. In my youth, that was the only way I knew how to help wipe out poverty.

Many years later, I still have that mission and passion; but I know the answer to wipe out lack from your life is not to give you money, but to give you the tools that will empower you to create prosperity and abundance in your life.

Remember this:

**“When prosperity walks in, poverty walks out.”**

I know our books hold the key that could unlock the golden stream of increase into every aspect of your life. Therefore, I am doing my share to help people by giving away 50,000 copies of our book, *“The Power of Mentorship for the 21<sup>st</sup> Century.”*

Well, there you go, no fluff, no smoke screens, nothing to sell you, just an honest offer to give you a free book that could transform your life and help you set free the Millionaire Within you.

The only thing we ask is that you spread the word to your friends and family to order their own free copy

Wealth is Your Birthright: Don Boyer

and pay the small shipping and handling fee to send the book out to you. If I paid the shipping fee for you, I know many people would order the book and never read it. I want this book in the hands of those who want to help themselves and want a better life.

You see, when I pass from this life (at age 102), I want it to be said, "Here lies a man who gave 50,000 people the opportunity to learn how to live a better life."

Just go to <http://www.donboyer.org> to get your free copy.

If there is ever anything I can ever do for you, contact me anytime.

Until then, I wish you the best of success!



Brian Tracy submitted the following article. He is the most listened to audio author on personal and business success in the world today. Brian Tracy is the author/narrator of countless bestselling audio learning programs and the author of 16 books.

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## Chapter Four

# Leading and Motivating

Brian Tracy

IT'S BEEN SAID THAT "Leadership is not what you do, but who you are." This, however, is only partially true. Leadership is very much who you are, but it cannot be divorced from what you do. Who you are represents the inner person, and what you do represents the outer person. Each is dependent on the other for maximum effectiveness.

The starting point of motivational leadership is to begin seeing yourself as a role model, seeing yourself as an example to others. See yourself as a person who sets the standards that others follow. A key characteristic of leaders is they set high standards of accountability for themselves and for their behaviors. They assume others are watching them and then setting their own standards by what they do. They, in fact, lead by example, just exactly as though someone were following them around, surreptitiously taking notes and photographs of their daily actions for others to see and act on.

Motivational leadership is based on the Law of Indirect Effort. According to this law, most things in

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human life are achieved more easily by indirect means than they are by direct means. You more easily become a leader to others by demonstrating that you have the qualities of leadership than you do by ordering others to follow your directions. Instead of trying to get people to emulate you, you concentrate on living a life that is so admirable that others want to be like you without your saying a word.

In business, there are several kinds of power. Two of these are ascribed power and position power.

Position power is the power that comes with a job title or position in any organization. If you become a manager in a company, you automatically have certain powers and privileges that go along with your rank. You can order people about and make certain decisions. You can be a leader whether or not anyone likes you.

Ascribed power is the power you gain because of the kind of person you are. In every organization, there are people who are inordinately influential and looked up to by others, even though their positions may not be high up on the organizational chart. These are the men and women who are genuine leaders because of the quality of the people they have become, because of their characters and their personalities.

Perhaps the most powerful of motivational leaders is the person who practices what is called "servant

leadership.” Confucius said, “He who would be master must be servant of all.” The person who sees himself or herself as a servant and who does everything possible to help others to perform at their best, is practicing the highest form of servant leadership.

Over the years, we have been led to believe that leaders are those who stride boldly about, exude power and confidence, give orders and make decisions for others to carry out. However, that is old school. The leader of today is the one who asks questions, listens carefully, plans diligently and then builds consensus among all those who are necessary for achieving the goals. The leader does not try to do it by himself or herself. The leader gets things done by helping others to do them.

This brings us to five of the qualities of motivational leaders. These are qualities that you already have to a certain degree and that you can develop further to stand out from the people around you in a very short period of time.

### **The first quality is *vision*.**

This is the one single quality that, more than anything, separates leaders from followers. Leaders have vision. Followers do not. Leaders have the ability to stand back and see the big picture. Followers are caught up in day-to-day activities. Leaders have developed the ability to fix their eyes on the horizon and see greater possibilities. Followers

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are those whose eyes are fixed on the ground in front of them and who are so busy that they seldom look at themselves and their activities in a larger context.

George Bernard Shaw summarized this quality of leaders; in the words of one of his characters: "Most men look at what is and ask, 'Why?' I instead look at what could be and ask, 'Why not?'"

The best way for you to motivate others is to be motivated yourself. The fastest way to get others excited about a project is to get excited yourself. The way to get others committed to achieving a goal or a result is to be totally committed yourself. The way to build loyalty to your organization, and to other people, is to be an example of loyalty in everything you say and do. These all are applications of the Law of Indirect Effort. They very neatly tie in to the quality of vision.

One requirement of leadership is the ability to choose an area of excellence. Just as a good general chooses the terrain on which to do battle, an excellent leader chooses the area in which he and others are going to do an outstanding job. The commitment to excellence is one of the most powerful of all motivators. All leaders who change people and organizations are enthusiastic about achieving excellence in a particular area.

The most motivational vision you can have for yourself and others is to "Be the best!" Many people

don't yet realize that excellent performance in serving other people is an absolute, basic essential for survival in the economy of the future. Many individuals and companies still adhere to the idea that as long as they are no worse than anyone else, they can remain in business. That is just plain silly! It is prehistoric thinking. We are now in the age of excellence. Customers assume that they will get excellent quality, and if they don't, they will go to your competitors so fast, people's heads will spin.

As a leader, your job is to be excellent at what you do, to be the best in your chosen field of endeavor. Your job is to have a vision of high standards in serving people. You not only exemplify excellence in your own behavior, but you also translate it to others so that they, too, become committed to this vision. This is the key to servant leadership. It is the commitment to doing work of the highest quality in the service of other people, both inside and outside the organization. Leadership today requires an equal focus on the people who must do the job, on the one hand, and the people who are expected to benefit from the job, on the other.

**The second quality, which is perhaps the single most respected quality of leaders, is *integrity*.**

Integrity is complete, unflinching honesty with regard to everything that you say and do. Integrity underlies all the other qualities. Your measure of integrity is

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determined by how honest you are in the critical areas of your life.

Integrity means this: When someone asks you at the end of the day, "Did you do your very best?" you can look him in the eye and say, "Yes!" Integrity means this: When someone asks you if you could have done it better, you can honestly say, "No, I did everything I possibly could."

Integrity means that you, as a leader, admit your shortcomings. It means that you work to develop your strengths and compensate for your weaknesses. Integrity means that you tell the truth and that you live the truth in everything that you do and in all your relationships. Integrity means that you deal straightforwardly with people and situations and that you do not compromise what you believe to be true.

### **The third quality is *courage*.**

If the first two qualities of motivational leadership are vision and integrity, the third quality is the one that backs them both up. It is courage. It is the chief distinguishing characteristic of the true leader. It is almost always visible in the leader's words and actions. It is absolutely indispensable to success, happiness and the ability to motivate other people to be the best they can be.

In a way, it is easy to develop a big vision for yourself and for the person you want to be. It is easy to commit yourself to living with complete integrity. But

it requires incredible courage to follow through on your vision and on your commitments. You see, as soon as you set a high goal or standard for yourself, you will run into all kinds of difficulties and setbacks. You will be surrounded by temptations to compromise your values and your vision. You will feel an almost irresistible urge to “get along by going along.” Your desire to earn the respect and cooperation of others can easily lead to the abandonment of your principles, and here is where courage comes in.

Courage combined with integrity is the foundation of character. The first form of courage is your ability to stick to your principles, to stand for what you believe in and to refuse to budge unless you feel right about the alternative. Courage is also the ability to step out in faith, to launch out into the unknown and then to face the inevitable doubt and uncertainty that accompany every new venture.

Most people are seduced by the lure of the comfort zone. This can be likened to going out of a warm house on a cold, windy morning. The average person, when he feels the storm swirling outside his comfort zone, rushes back inside where it’s nice and warm. But not the true leader. The true leader has the courage to step away from the familiar and comfortable and to face the unknown with no guarantees of success. It is this ability to “boldly go where no man has gone before” that distinguishes you as a leader from the average person. This is the

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example that you must set if you are to rise above the average. It is this example that inspires and motivates other people to rise above their previous levels of accomplishment, as well.

Alexander the Great, the king of Macedonia, was one of the most superb leaders of all time. He became king at the age of 19, when his father, Philip II, was assassinated. In the next 11 years, he conquered much of the known world, leading his armies against numerically superior forces. Yet, at the height of his power, the master of the known world, the greatest ruler in history to that date, would still draw his sword at the beginning of a battle and lead his men forward into the conflict. He insisted on leading by example. Alexander felt he could not ask his men to risk their lives unless he was willing to demonstrate by his actions that he had complete confidence in the outcome. The sight of Alexander charging forward so excited and motivated his soldiers that no force on earth could stand before them.

### **The fourth quality of motivational leadership is *realism*.**

Realism is a form of intellectual honesty. The realist insists upon seeing the world as it really is, not as he wishes it were. This objectivity, this refusal to engage in self-delusion, is a mark of the true leader.

Those who exhibit the quality of realism do not trust to luck, hope for miracles, pray for exceptions to basic

business principles, expect rewards without working or hope that problems will go away by themselves. These all are examples of self-delusion, of living in a fantasyland.

The motivational leader insists on seeing things exactly as they are and encourages others to look at life the same way. As a motivational leader, you get the facts, whatever they are. You deal with people honestly and tell them exactly what you perceive to be the truth. This doesn't mean that you will always be right, but you will always be expressing the truth in the best way you know how.

**The fifth quality of motivational leadership is  
*responsibility.***

This is perhaps the hardest of all to develop. The acceptance of responsibility means that, as Harry Truman said, "The buck stops here."

The game of life is very competitive. Sometimes, great success and great failure are separated by a very small distance. In watching the play-offs in basketball, baseball and football, we see that the winner can be decided by a single point, and that single point can rest on a single action, or inaction, on the part of a single team member at a critical part of the game.

Life is very much like competitive sports. Very small things that you do, or don't do, can either give you the edge that leads to victory or take away your edge at the critical moment. This principle is especially true

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with regard to accepting responsibility for yourself and for everything that happens to you.

The opposite of accepting responsibility is making excuses, blaming others and becoming upset, angry and resentful toward people for what they have done to you or not done for you.

Any one of these three behaviors can trip you up and be enough to cost you the game: If you run into an obstacle or setback and you make excuses rather than accept responsibility, it's a five-yard penalty. It can cost you a first down. It can cost you a touchdown. It can make the difference between success and failure. If, when you face a problem or setback, and you both make excuses and blame someone else, you get a 10-yard penalty. In a tightly contested game, where the teams are just about even, a 10-yard penalty can cost you the game.

If, instead of accepting responsibility when things go wrong, you make excuses, blame someone else and simultaneously become angry and resentful and blow up, you get a 15-yard penalty. This may cost you the championship and your career, as well, if it continues.

Personal leadership and motivational leadership are very much the same. To lead others, you must first lead yourself. To be an example or a role model for others, you must first become an excellent person yourself. You motivate yourself with a big vision, and as you move progressively toward its realization, you

motivate and enthuse others to work with you to fulfill that vision.

You exhibit absolute honesty and integrity with everyone in everything you do. You are the kind of person others admire and respect and want to be like. You set a standard that others aspire to. You live in truth with yourself and others so that they feel confident giving you their support and their commitment.

You demonstrate courage in everything you do by facing doubts and uncertainties and moving forward regardless. You put up a good front even when you feel anxious about the outcome. You don't burden others with your fears and misgivings. You keep them to yourself. You constantly push yourself out of your comfort zone and in the direction of your goals. And no matter how bleak the situation might appear, you keep on keeping on with a smile.

You are intensely realistic. You refuse to engage in mental games or self-delusion. You encourage others to be realistic and objective about their situations, as well. You encourage them to realize and appreciate that there is a price to pay for everything they want. They have weaknesses that they will have to overcome, and they have standards that they will have to meet, if they want to survive and thrive in a competitive market.

You accept complete responsibility for results. You refuse to make excuses or blame others or hold

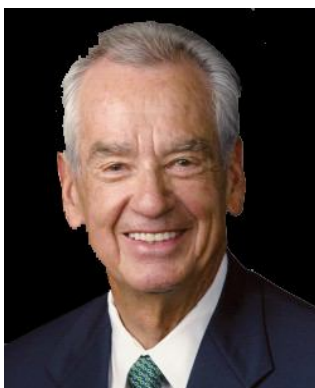
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grudges against people who you feel may have wronged you. You say, "If it's to be, it's up to me." You repeat over and over the words, "I am responsible. I am responsible. I am responsible."

Finally, you take action. You know that all mental preparation and character building is merely a prelude to action. It's not what you say but what you do that counts. The mark of the true leader is that he or she leads the action. He or she is willing to go first. He or she sets the example and acts as the role model. He or she does what he or she expects others to do.

You become a motivational leader by motivating yourself. You motivate yourself by striving toward excellence, by committing yourself to becoming everything you are capable of becoming. You motivate yourself by throwing your whole heart into doing your job in an excellent fashion. You motivate yourself and others by continually looking for ways to help others to improve their lives and achieve their goals. You become a motivational leader by becoming the kind of person others want to get behind and support in every way.

Your main job is to take complete control of your personal evolution and become a leader in every area of your life. You could ask for nothing more, and you should settle for nothing less.



A talented author and speaker, Zig Ziglar has traveled over five million miles across the world delivering powerful life improvement messages, cultivating the energy of change. Since 1970, an extensive array of Ziglar audio, video, books, and training manuals have been utilized by small businesses, Fortune 500 companies, U.S. Government agencies, churches, school districts, prisons, and non-profit associations. In addition, Mr. Ziglar has written 24 celebrated books on personal growth, leadership, sales, faith, family, and success. To learn more, call (800) 527-0306 or visit his website at [www.ziglartraining.com](http://www.ziglartraining.com).

## Chapter Five

# A Life-Changing Procedure

Zig Ziglar

*"You can have everything in life you want  
if you will just help enough other people  
get what they want." Zig Ziglar*

*That's the motto of my friend, Zig Ziglar. It's not just a saying for Zig; it is indeed a way of life. Truly an American success story, he has dedicated his career to helping audiences around the world realize personal and professional success. You are about to read Zig's oath which reveals that commitment and a positive attitude are winning traits in achieving goals. Make a personal pledge to repeat it every day, so that you, too, can begin to release the Millionaire Within you. Don Boyer*

### **My Personal Commitment**

*Zig Ziglar*

I, \_\_\_\_\_, am serious about setting and reaching my goals in life, so on this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_, I promise myself that I will take the first step toward setting those goals.

I am willing to exchange temporary pleasures in the pursuit of happiness and the striving for excellence in

### A Life-Changing Procedure: Zig Ziglar

the pursuit of my goals. I am willing to discipline my physical and emotional appetites to reach the long-range goals of happiness and accomplishment. I recognize that to reach my goals I must grow personally and have the right mental attitude, so I promise to specifically increase my knowledge in my chosen field and regularly read positive growth books and magazines. I will also attend lectures and seminars, and take courses in personal growth and development. I will utilize my time more effectively by enrolling in Automobile University and listening to motivational and educational recordings while driving or performing routine tasks at home or in the yard. I will keep a list of my activities including the completion dates for each project in my Goals Program. I further promise to list good ideas (mine and those of others) and to note thoughts, power-phrases, and quotations which have meaning to me.

---

Date

Signature

### A Life-Changing Procedure

The eyes are the windows of the soul. So, to the person you are capable of becoming, each evening, just before you go to bed, stand in front of a mirror alone and in the first-person, present-tense, look yourself in the eye and repeat with passion and enthusiasm paragraphs A, B, C, and D. Repeat this process every morning and every evening from this day forward. Within one week you will notice

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remarkable changes in your life. After 30 days, add the procedure at the bottom of this card.

- A. "I, \_\_\_\_\_, am an honest, intelligent, organized, responsible, committed, teachable person who is sober, loyal, and clearly understands that, regardless of who signs my paycheck, I am self-employed. I am an optimistic, punctual, enthusiastic, goal-setting, smart working, self-starter who is a disciplined, focused, dependable, persistent positive thinker with great self-control, and am an energetic and diligent team player and hard worker who appreciates the opportunity my company and the free enterprise system offer me. I am thrifty with my resources and apply common sense to my daily tasks. I take honest pride in my competence, appearance and manners, and am motivated to be and do my best so that my healthy self-image will remain on solid ground. These are the qualities which enable me to manage myself and help give me employment security in a no job-security world.
- B. "I, \_\_\_\_\_, am a compassionate, respectful encourager who is a considerate, generous, gentle, patient, caring, sensitive, personable, attentive, fun-loving person. I am a supportive, giving, and forgiving, clean, kind, unselfish, affectionate, loving, family-oriented, human being; and I am a sincere and open-minded good listener and a good-finder who is trustworthy; these are the

qualities which enable me to build good relationships with my associates, neighbor, mate and family.

- C. "I \_\_\_\_\_, am a person of integrity, with the faith and wisdom to know what I should do and the courage and convictions to follow through. I have the vision to manage myself and to lead others. I am authoritative, confident, and humbly grateful for the opportunity life offers me. I am fair, flexible, resourceful, creative, knowledgeable, decisive and an extra-miler with a servant's attitude who communicates well with others. I am a consistent, pragmatic teacher with character and a finely-tuned sense of humor. I am an honorable person and am balanced in my personal, family and business life and have a passion for being, doing, and learning more today so I can be, do, and have more tomorrow.
- D. "These are the qualities of the winner I was born to be, and I am fully committed to developing these marvelous qualities with which I have been entrusted. Tonight, I'm going to sleep wonderfully well. I will dream powerful, positive dreams; I will awaken energized and refreshed; tomorrow's going to be magnificent; and my future is unlimited. Recognizing, claiming, and developing these qualities which I already have gives me a legitimate chance to be happier, healthier, more prosperous, more secure, have more friends,

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greater peace of mind, better family relationships, and legitimate hope that the future will be even better.”

Repeat the process the next morning and close by saying, “These are the qualities of the winner I was born to be, and I will develop and use these qualities to achieve my worthy objectives. Today is a brand new day and it’s mine to use in a marvelously productive way.”

After 30 days, add the next step:

Choose your strongest quality and the one you feel needs the most work. Example: Strongest--honest. Needs most work--organized. On a separate 3 x 5 card, print: “I \_\_\_\_\_, am a completely honest person, and every day I am getting better at being organized.” Keep this 3 x 5 card handy and read it out loud at every opportunity for one week. Repeat this process with the second strongest quality and the second one which needs the most work. Do this until you’ve completed the entire list. Use this self-talk procedure as long as you want to get more of the things money will buy and all of the things money won’t buy.

Note: Because of some painful experiences in the past (betrayal, abuse, etc.) there might be a word or two that brings back unpleasant memories (example: discipline). Eliminate the word or substitute another word.



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## Chapter Six

# **The Most Important Meetings You'll Ever Attend are the Meetings You Have With Yourself**

Denis Waitley

YOU ARE YOUR MOST important critic. There is no opinion so vitally important to your well being as the opinion you have of yourself.

As you read this, you're talking to yourself right now.

"Let's see if I understand what he means by that...

How does that compare with my experiences?

I'll make note of that—try that tomorrow—I already knew that...

I already do that."

I believe this self-talk, this psycholinguistics or language of the mind can be controlled to work for us, especially in the building of self-confidence and creativity. We're all talking to ourselves every moment of our lives, except during certain portions of our sleeping cycle. We're seldom even aware that

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we're doing it. We all have a running commentary in our heads on events and our reactions to them.

- Be aware of the silent conversation you have with yourself. Are you a nurturing coach or a critic? Do you reinforce your own success or negate it? Are you comfortable saying to yourself, "That's more like it". "Now we're in the groove." "Things are working out well." "I am reaching my financial goals." "I'll do it better next time."
- When winners fail, they view it as a temporary inconvenience, a learning experience, an isolated event, and a stepping-stone instead of a stumbling block.
- When winners succeed, they reinforce that success, by feeling rewarded rather than guilty about the achievement and the applause.
- When winners are paid a compliment, they simply respond: "Thank you." They accept value graciously when it is paid. They pay value in their conversations with themselves and with other people.

A mark of an individual with healthy self-esteem is the ability to spend time alone, without constantly needing other people around. Being comfortable and enjoying solitary time reveals inner peace and centering. People who constantly need stimulation or

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conversation with others are often a bit insecure and thus need to be propped up by the company of others.

Always greet the people you meet with a smile. When introducing yourself in any new association, take the initiative to volunteer your own name first, clearly; and always extend your hand first, looking the person in the eyes when you speak.

In your telephone communications at work or at home, answer the telephone pleasantly, immediately giving your own name to the caller, before you ask who's calling. Whenever you initiate a call, always give your own name up front, before you ask for the party you want and before you state your business. Leading with your own name underscores that a person of value is making the call.

Don't brag. People who trumpet their exploits and shout for service are actually calling for help. The showoffs, braggarts and blowhards are desperate for attention.

Don't tell your problems to people, unless they're directly involved with the solutions. And don't make excuses. Successful people seek those who look and sound like success. Always talk affirmatively about the progress you are trying to make.

As we said earlier, find successful role models after whom you can pattern yourself. When you meet a mastermind, become a master mime, and learn all

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you can about how he or she succeeded. This is especially true with things you fear. Find someone who has conquered what you fear and learn from him or her.

When you make a mistake in life, or get ridiculed or rejected, look at mistakes as detours on the road to success, and view ridicule as ignorance.

After a rejection, take a look at your BAG.

B is for Blessings. Things you are endowed with that you often take for granted like life itself, health, living in an abundant country, family, friends, career.

A is for accomplishments. Think of the many things you are proud of that you have done so far.

And G is for Goals. Think of your big dreams and plans for the future that motivates you.

If you took your BAG – blessings, accomplishments and goals – to a party, and spread them on the floor, in comparison to all your friends and the people you admire, you'd take your own bag home, realizing that you have as much going for yourself as anyone else. Always view rejection as part of one performance, not as a turndown of the performer.

And, enjoy those special meetings with yourself. Spend this Saturday doing something you really want to do. I don't mean next month or someday. This Saturday enjoy being alive and being able to do it. You deserve it. There will never be another you. This

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Saturday will be spent. Why not spend at least one day a week on You!

### **Action Idea:**

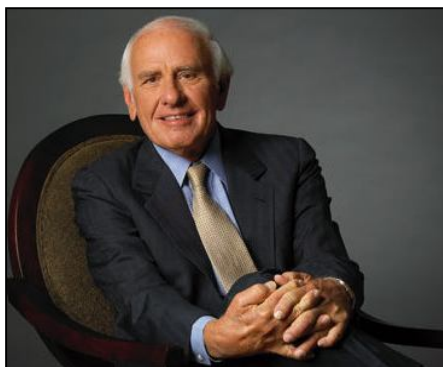
Go for one entire day and night without saying anything negative to yourself or to others. Make a game of it. If a friend or colleague catches you saying something negative, you must put ½ dollar in a drawer or container toward a dinner or evening out with that person. Do this for one month and see who has had to pay the most money toward the evening.

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## Chapter Seven

# Nine Things More Important Than Capital

Jim Rohn

WHEN STARTING ANY ENTERPRISE or business, whether it is full-time or part-time, we all know the value of having plenty of capital (money). But, I bet we both know or at least have heard of people who started with no capital who went on to make fortunes. “How?,” you may ask.

Well, I believe there are actually some things that are more valuable than capital that can lead to your entrepreneurial success.

Let me give you the list.

### **1. Time**

Time is more valuable than capital. The time you set aside not to be wasted, not to be given away. Time you set aside to invest in an enterprise that brings value to the marketplace with the hope of making a profit. Now we have capital time.

How valuable is time? Time properly invested is worth a fortune. Time wasted can be devastation.

Time invested can perform miracles, so you invest your time.

## **2. Desperation**

I have a friend, Lydia, whose first major investment in her new enterprise was desperation. She said, "My kids are hungry; I gotta make this work. If this doesn't work, what will I do?" So, she invested \$1 in her enterprise, selling a product she believed in. The \$1 was to buy a few fliers so she could make a sale at retail, collect the money, and then buy the product wholesale to deliver back to the customer.

My friend, Bill Bailey, was a teenager when he went to Chicago after he got out of high school. And, the first job he got was as a night janitor. Someone said, "Bill, why would you settle for night janitor?" He said, "Malnutrition." You work at whatever you can possibly get when you are hungry. You go to work somewhere -- night janitor, it doesn't matter where it is. Years later, Bill is a recipient of the Horatio Alger Award, rich and powerful, and one of the great examples of lifestyle that I know. But, his first job -- night janitor. Desperation can be a powerful incentive. It's when you say, "I must."

## **3. Determination**

Determination says, "I will." First, Lydia said, "I must find a customer." Desperation. Second, she said, "I will find someone before this first day is over." Sure enough, she found someone. She said, "If it works

once, it will work again." But then, the next person said, "No."

Now what must you invest?

#### **4. Courage**

Courage is more valuable than capital. If you've only got \$1 and a lot of courage, I'm telling you, you've got a good future ahead of you. Have courage in spite of the circumstances. Humans can do the most incredible things, no matter what happens. Haven't we heard the stories? There are some recent ones from Kosovo that are some of the most classic, unbelievable stories of being in the depths of hell and finally making it out. Its humans. You can't sell humans short. Courage in spite of, not because of, but in spite of. Now once Lydia has made three or four sales and gotten going, here's what takes over.

#### **5. Ambition**

"Wow! If I can sell 3, I can sell 33. If I can sell 33, I can sell 103." Wow. Lydia is now dazzled by her own dreams of the future.

#### **6. Faith**

Now she begins to believe she's got a good product. This is probably a good company. And, she then starts to believe in herself. Lydia, single mother, two kids, no job, starts to think, "My gosh, I'm going to pull it off!" Her self-esteem starts to soar. These are investments that are unmatched. Money can't touch

it. What if you had a million dollars and no faith? You'd be poor. You wouldn't be rich.

Now here is the next one, the reason why she's a millionaire today.

## **7. Ingenuity**

Putting your brains to work. Probably up until now, you've put about 1/10 of your brainpower to work. What if you employed the other 9/10? You can't believe what can happen. Humans can come up with the most intriguing things to do. Ingenuity. What's ingenuity worth? A fortune. It is more valuable than money. All you need is a \$1 and plenty of ingenuity. Figuring out a way to make it work, make it work, make it work.

## **8. Heart and Soul**

What is a substitute for heart and soul? It's not money. Money can't buy heart and soul. Heart and soul is more valuable than a million dollars. If you have a million dollars without heart and soul, you have no life. You are ineffective. But, heart and soul is like the unseen magic that moves people, moves people to buy, moves people to make decisions, moves people to act, and moves people to respond.

## **9. Personality**

You've just got to spruce up and sharpen up your own personality. You've got plenty of personality. Just get it developed to where it is effective everyday;

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it's effective no matter who you talk to—whether it is a child or whether it is a business person—whether it is a rich person or a poor person. Develop a unique personality that is at home anywhere. One of my mentors, Bill Bailey, taught me, "You've got to learn to be just as comfortable, Mr. Rohn, whether it is in a little shack in Kentucky having a beer and watching the fights with Winfred, my old friend, or in a Georgian mansion in Washington, DC, as the Senator's guest." Move with ease whether it is with the rich or whether it is with the poor. It makes no difference to you who is rich or who is poor. It's a chance to have a unique relationship with whomever. Have the kind of personality that's comfortable—the kind of personality that's not bent out of shape.

And lastly, let's not forget charisma and sophistication. Charisma with a touch of humility. This entire list is more valuable than money. With one dollar and the list I just gave you, the world is yours. It belongs to you, whatever piece of it you desire and whatever development you wish for your life. I've given you the secret. Capital. The kind of capital that is more valuable than money and that can secure your future and fortune. Remember that you lack not the resources.

**To Your Success,**

**Jim Rohn**



Vic Johnson (vic@asamanthinketh.net) is an accomplished author, speaker and founder of five of the hottest personal development sites on the Internet, including [www.AsAManThinketh.net](http://www.AsAManThinketh.net), where he has given away over 300,000 e-Book copies of James Allen's classic book.

## Chapter Eight

# Can You Believe It?

Vic Johnson

*"Belief is the basis of all action, and this being so, the belief that dominates the hearts or mind is shown in the life."*

*James Allen (Above Life's Turmoil)*

WILLIAM JAMES, THE GREAT psychologist and writer of the early twentieth century, said, "Belief at the beginning of a doubtful undertaking is the one thing that will guarantee the success of any venture." You will rarely attempt something you don't believe possible and you will NEVER give 100% of your ability to something you don't believe in.

One of the best known stories about the power of belief is about Roger Bannister, the first person to run a mile in under four minutes. Before his accomplishment, it was generally believed that the human body was incapable of such a feat. Bannister, who was a medical student, held another belief, however. "Fueled by my faith in my training, I will overcome all obstacles. I am brave! I am not afraid to face anyone on the track. I believe this is not a dream. It is my reality."

As soon as he broke the barrier, belief about the feat changed and his record only lasted 46 days. Within two years, more than fifty people also ran a sub-four-minute mile. Thousands have done so since, and today it's not uncommon for it to be done by a talented high schooler.

What happened in 1954 that hadn't happened in the previous 6,000 years of humankind that now allowed Bannister to achieve this? Did the human body change so that this could be done? No. But the human belief system did!

Perhaps my most favorite story about belief has a twist to it. Cynthia Kersey wrote about George Dantzig in *Unstoppable*. As a college student, George studied very hard and always late into the night. So late that he overslept one morning, arriving 20 minutes late for class. He quickly copied the two math problems on the board, assuming they were the homework assignment.

It took him several days to work through the two problems, but finally he had a breakthrough and dropped the homework on the professor's desk the next day.

Later, on a Sunday morning, George was awakened at 6 a.m. by his excited professor. Since George was late for class, he hadn't heard the professor announce that the two unsolvable equations on the board were mathematical mind teasers that even Einstein hadn't been able to answer. But George Dantzig, BELIEVING

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that he was working on just ordinary homework problems, had solved not one, but two problems that had stumped mathematicians for thousands of years. How many great things could you achieve if you just "believed" they were as easy as they really are?

Some years ago, I was listening to a friend of mine speaking to a business audience; and she quoted a teaching by David Schwartz from *The Magic of Thinking Big* that rocked my life. She said, "The size of your success is determined by the size of your belief." Now that was the first personal development book I ever read, and I've read it at least 20 times since. And I'm sure that I had heard that concept many times before that night. But it so impacted me that I wrote it down and must have looked at it a hundred times or more in the 30 days after that.

I spent the next few months focused on strengthening my belief in myself and in what I wanted to do. I took to heart what Wayne Dyer wrote in *You'll See It When You Believe It*: "Work each day on your thoughts rather than concentrating on your behavior. It is your thinking that creates the feelings that you have and ultimately your actions, as well." So I worked each day on my beliefs by constantly affirming myself using written and verbal affirmations. The years since have been an incredible rocket ride.

Lest you think it's that easy, you should know that I WORKED HARD on my belief thinking. The work dominated my life at that time because I was

determined to change my beliefs. It's a lot like physical exercise; the more you do the stronger you become. I love what Emmet Fox wrote: "If you will change your mind concerning anything and absolutely keep it changed, that thing must and will change, too. It is the keeping up of the change in thought that is difficult. It calls for vigilance and determination."

Quite frankly, that's where most people miss the boat. They either half-heartedly try to change their belief systems or they don't stick with it long enough. Wallace D. Wattles wrote, "There is no labor from which most people shrink as they do from that of sustained and consecutive thought; it is the hardest work in the world." And yet it is the "sustained and consecutive thought" that is the first and primary labor of achievement.

Nightingale-Conant says Napoleon Hill is considered to have influenced more people into success than any other person in history. His most quoted line from *Think and Grow Rich* describes the power of belief, "Whatever your mind can conceive and believe, it can achieve." Just believing that statement, truly believing it deep down inside, is a bold step toward living your dreams.

Lisa Jimenez, in her great book *Conquer Fear!* writes, "Change your beliefs and you change your behaviors. Change your behaviors and you change your results. Change your results and you change your life."

So, how do you change your belief system?

**1. Prepare to win.**

Nothing will strengthen your belief system more than knowing you're prepared. His pre-race training was the key to Bannister's belief that he could achieve his goal. Remember his words, "Fueled by my faith in my training, I will overcome all obstacles."

**2. Take control of your thoughts.**

It's your choice what you think about. Think success and that's what you get. Think failure and that's what you attract. To help in controlling your thoughts, make it a habit to affirm yourself. I had a box of business cards with an old address that I was going to discard. Instead, I flipped them over to the blank side and wrote affirmations on them. I had two identical sets, one for my car and one for my office. Throughout the day, I would read my "flash cards" aloud. (If you're in your car, only read while you're stopped for a traffic light).

**3. Re-evaluate your situation.**

One of my mentors, Bob Proctor, teaches that "our belief system is based on our evaluation of something. Frequently when we re-evaluate a situation, our belief about that situation will change." And when you re-evaluate, spend more time looking at the positive side of your circumstances.

In *Why Some Positive Thinkers Get Positive Results*, Dr. Norman Vincent Peale quotes one of the wisest utterances I have ever heard in my lifetime, "Never build a case against yourself."

#### **4. Don't worry about how-to-do-it.**

One of my early mistakes was trying to figure out how I was going to do something before I'd believe I could do it. Start by believing you can do something, and the how-to will follow. Dr.

Schwartz, again in *The Magic of Thinking Big*, writes, "Belief, strong belief, triggers the mind to figuring ways and means and how-to." Those who believe they can move mountains, do. Those who believe they can't, cannot. Belief triggers the power to do.

Interestingly, Dr. Schwartz wrote in 1959, "Currently, there is some talk of building a tunnel under the English Channel to connect England with the Continent. Whether this tunnel is ever built depends on whether responsible people believe it can be built." Even though they had no idea of "how-to-do-it" at the time, enough responsible people maintained a belief in this project and we have the famous Channel today.

#### **5. Finally, you must act.**

The New Testament writer said, "Faith without works is dead." Until you act, you're not committed and belief is not cemented. As Goethe wrote, "Until one is committed, there is hesitancy, the chance to draw

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back, always ineffectiveness." And your action and commitment will be greatly rewarded, for as he goes on to say, "Concerning all acts of initiative (and creation), there is one elementary truth, the ignorance of which kills countless ideas and splendid plans: that the moment one definitely commits oneself, then providence moves, too. All sorts of things occur to help one that would never otherwise have occurred."

What great challenge lies in your path today? Do you sincerely want to overcome or accomplish it? If the answer is yes, then CAN YOU BELIEVE IT? Can you believe the magic is really in YOU?!

Recently, I was dramatically impressed by a passage in *The Message of a Master* by John McDonald. To me, it sums up the reason why most of us don't have the belief to succeed: "The cause of the confusion prevailing in your mind that weakens your thoughts is the false belief that there is a power or powers outside you greater than the power within you."

And that's worth thinking about.

*Change Your Thoughts, Change Your Life*

Vic Johnson



Marie Diamond is an internationally known Feng Shui Master and one of the top transformational leaders in the world, consulting with and teaching people in more than 30 countries. Marie has connected with numerous Hollywood celebrities, major film directors, and producers, music giants, and famous authors. She has been featured in several TV and Film projects including “The Secret”), “I Married a Princess,” and “The Jerry Hall Heaven and Earth Show”. Her current projects include writing books, creating several large real estate projects and the creation of an e-commerce site. Contact Marie at 1-888-924-4488 or email [Info@MarieDiamond.com](mailto:Info@MarieDiamond.com) or read her blog at: <http://mariediamondblog.blogspot.com>.

## Chapter Nine

# **The Law of Attraction and Feng Shui**

Marie Diamond

IN THE HIT MOVIE and book “The Secret,” I was featured as one of the teachers. Since then, many people ask me what Feng Shui has to do with The Law of Attraction. Feng Shui is well known as an art of placement based on several Chinese Philosophical principles as Yin–Yang Balance, the cycles of the five elements, etc. But it is, indeed, more than just that.

### **My Personal History**

When I started studying Feng Shui at 15 years old, I was already consciously aware of the Laws of the Universe. I started practicing them at 7 years old by drawing on paper in beautiful colors the images that I wished to manifest. At 15 years, I had a year of bad luck, being in 3 major accidents. At school, I was daily teased and bullied. I had no friends and was almost killed by a truck.

I asked my spiritual master: “What am I doing wrong? I have been a straight ‘A’ student, and I have been doing my Christian practices daily and using my

knowledge of the Law of Attraction, and still I attract such bad luck.”

I was desperate.

Sound familiar? You do all the right things and still you are not getting anywhere?

### **Bad Feng Shui**

My Master told me: “You have bad Feng Shui. You sleep in the wrong direction, your bedroom is in the wrong area of your parents’ home, your personal bathroom is in your personal relationship direction, your huge closet blocks your personal health direction, and you have the wrong color and style of wallpaper.”

He suggested that I move to my older brothers’ room, which was empty. I needed to paint the room in an orange color and paint the furniture white. He asked me to sleep towards the southwest and face my desk to the west. He also advised me to hang wonderful pictures of friends and romance in my personal relationship direction and place images of healthy looking women in my personal health direction.

### **Results**

Knowing my Master, I did exactly what he told me and within one month received these results:

- I experienced love at first sight with the most handsome guy I’ve ever met.

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- As I started to date him, I became very popular and everyone wanted to be my friend to be close to him.
- The bullying stopped.
- My health improved drastically and I didn't have accidents anymore.

I started experiencing that there is more to the Law of Attraction than what I knew. I experienced that as you are one with the universe, the universe is not only your body, mind, and soul, but it also your home and the environment you live in.

The reflection of the thoughts, feelings, and actions in your environment by the images you choose around you creates another level of attraction.

## Grandmaster

Later on, when I started intensely studying Feng Shui, I heard a Grandmaster share that there are three levels of good luck and that Feng Shui is more than an art of placement - it is also the science of quantum physics of the environment.

There are three aspects of the Law of Attraction.

The first level is called Heavenly Luck. When you are born in this life, the Law of Attraction is already at work. You attracted your parents, your country of birth, your time, your culture, your language, your talents, your race, etc. Some believe that is based on

your previous life experiences and what you attracted in previous lives. Others will call it destiny and what God/the Universe chooses for you. But as you are the universe, it was your choice after all.

The Feng Shui Masters found out that this aspect is 33.3 percent at work in your life. Can you change this part? Well, let's be honest, you can change your attitude towards some of these and, perhaps, you can change some or all of this. How much of this 33.3 percent is great destiny is something you don't know, and it unfolds as you are living your life.

You have to fully master the Laws of the Universe to change your destiny completely, but it is certainly possible.

### **Human Luck**

The second level is called Human Luck. That is the part most self-improvement teachers and books talk about. It is about changing your human experience by changing your attitude, your thoughts, your beliefs, your feelings, and actions. What will you do with your heavenly luck? Will you use your talents for the greatest good and make the best of your destiny, or will you just live your life as the victim of your karma?

Human luck is also 33.3 percent of your Law of Attraction, and how much of this percentage is already in action in a positive way you really don't know. But daily use of the Laws of the Universe in a

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positive way in your thoughts, feelings and actions will definitely help you to have a high score on this.

### **Unknown Part of the Secret**

The unknown part of The Secret in the western world is the last aspect called Earth Luck. This last 33.3 percent of good luck that you can tap into is the environment that you live and work in. You are not only the universe within you; you are also the universe around you. You and your home and workspace are part of the unified quantum field where you create and manifest your life.

The best part of this aspect is that you can affect this part of good luck much easier than the other two thirds. Changing your desk, your wallpaper, your colors, and your images can be done in a few seconds or hours. But changing your culture or changing your attitude is much more complex and challenging.

I remember my Feng Shui Grandmaster telling me: "Changing your earth luck will ultimately change your human luck, and at the end also your heavenly luck."

This message stayed with me till it dawned on me. Your environment co-creates your thoughts, feelings, and actions. So, your human luck will ultimately change; and if you start using them the right way, the Laws of the Universe can change your destiny.

What you have hanging around you will definitely shape your mind and feelings, and you will ultimately start acting from this perspective.

But there is more.

The universe is now and here; it has no time and space framework. You live and experience the gravity of space and the linearity of time. How can you bring these unlimited things and this limited experience in alignment?

Well, the Feng Shui Masters, quantum physics avant la lettre, understood something very unique. Based on your personal birthday, when your unlimited being came in to the time and space framework of this planet, every human being has four access portals in the 360 degree circle of life that can give you unlimited access to the universe.

These four energy portals are connected with success, health, relationships, and wisdom. The eight wind directions, each expressed in 45 degrees, create access to the unlimited field of creation. Knowing your birthday gives you the code which wind directions are the right ones for you to manifest.

When you wish to know yours, send an email to [Info@MarieDiamond.com](mailto:Info@MarieDiamond.com) or visit my website at [www.MarieDiamond.com](http://www.MarieDiamond.com) to find out your four best energy portals.

## **Placing Your Requests**

Once you know your four best directions and find their position in your office, your living room, and bedroom, you can hang or place your requests to the universe in these areas. In the home study course Diamond Feng Shui, you can learn how to activate these four best directions appropriately.

Your environment is sending unconscious messages to the universe 24 hours a day, 7 days a week, even if you are not aware of it. Whatever has been in these four best directions has been influencing you constantly. When I walk in and check someone's home, I actually tell them what they have been attracting or better what their home has been attracting with them.

Let's say that you were born in a family of entrepreneurs; your destiny was to be a business person. You have studied and done all the right things, but your business is not taking off. I come in and see that your paper shredder and your garbage bin are in the 45 degrees angle of your office that is your success area.

What have you been saying to the universe? Whatever my destiny is, whatever I work for, please throw it in the garbage and shred all my contracts.

Doing the right things is not enough.

Like the man in my story in the movie *The Secret*, he did all the right things to have romance, but he had all these images out about of women who were alone. Actually, these 7 images were in the exact 45 angle of his personal relationship direction in seven different rooms of his home. So, wherever he turned, he sent the message to the universe: “women are not interested in me.” And that was what he created because his home was influencing his beliefs, his thoughts, and his feelings. That is exactly what he ultimately manifested. By changing the images, he changed his inner self, and he manifested a different outer self.

### **Missing Part**

Are you starting to understand why Feng Shui is not only part of the Law of Attraction, it is the missing part? It helps you understand why your prayers, your meditations, and your requests have not been working well or answered fast enough.

It is possible that the Universe was receiving a completely opposite message through your environment and, therefore, by you. You perhaps sent out a conscious thought and feeling for some minutes but unconsciously you were sending out a different message, and that is the one that keeps manifesting.

### **Fast Manifestation**

When people ask me how to you manifest the things they want faster, I tell them to make sure you align

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your inner self with your outer self, your home, and office. What you wish needs to be reflected in your environment. Just see it as a constant email that is every second sent out to the universe. How can you not manifest what you constantly ask?

Now you understand the importance of Feng Shui in the Law of Attraction. Find out your four best directions and start placing the right messages out in your universe around you.

### **Creating Mentorship Through Your Environment**

I will share with you how you can tell the universe about creating the power of mentorship.

There are three Aspects I wish to explain. The first part is that your ultimate mentor is God/ the Universe; this is connected with your Heavenly Luck. How can you connect with this ultimate mentor, and how can you let him/her/it know that you are open to the advice, the gifts, and the mentorship of this ultimate mentor?

That is where prayer, mediation, and visualization come in. This is not the focus of my article, but it is still 33.3 percent of your mentorship.

Honor the ultimate mentor in your life in whatever way that feels right for you. You can do this according to your traditions, your religion, or by your own creative impulses. Feng Shui is a science of

compassion. Everything is accepted as long as it is right for you and right for others.

The second part, based on your human luck, is that this ultimate mentor works through people and that you need to tell the ultimate mentor that you are open to listen to the people that are expressing mentorship to you. God/the universe works through people, books, messages, TV and radio, speeches. I am still full of wonder in the ways the universe finds to support us. My list of experiences of the how is very long, and I am sure you have your own WAW list.

The third part, based on your earth luck, is that your environment needs to reflect that you are open to the ultimate mentor and to the support of mentors reflected in your life.

Here are some tips on how you can change your environment to open your home and office and, therefore, yourself to the power of mentorship.

Open your home to the ultimate mentor: God/the Universe.

Imagine you are God or the Universe and you are walking in to your home or office. Do you have easy access, or do you have to climb over the boxes and cramp your way into your entrance? Make your entrance as wide as possible so the ultimate mentor can bring you all the advice and gifts you need to grow your business and to be a better human being. Don't hang a mirror opposite the front door or you

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saying to the ultimate mentor: get out, I don't need you; I can do it alone.

Tell the universe that it is welcome and this door is always open to the ultimate mentor by placing above the doorframe inside your home an image that represents God or the universe. You can use an angel image, a letter of God, a quote from the Bible, a spiritual image, or a harmonic cross.

### **General Places for Mentors in Your Home**

Even if you don't know your personal four best directions, you can always place images representing the ultimate mentor (like statues of angels, letters of God, the Koran, images of spiritual masters, this book on the Power of Mentorship and any other of Don Boyer's books) in the Northwest area of your living room, office, or bedroom. While you are placing it there, use the power of intentions and ask to be supported by the Ultimate Mentor and anything that represents this energy.

### **Personal Place for Mentors in Your Home**

Find out your personal wisdom direction by sending an email to [info@mariediamond.com](mailto:info@mariediamond.com) and place in the 45 degrees angle of your bedroom the best mentor for romantic luck. This can be a book like *Men are from Mars and Women are from Venus* by John Gray or anything that brings you romantic mentorship. You are sending the message out that you are open to be

mentored and, therefore, growth in your personal romance.

Place in your living room in your personal wisdom direction symbols for social mentorship, more about how to live your life. It could be something like quotes from great philosophers or the Bible. You are sending the message out to the universe that you are open to be mentored to be a better human being.

In your office, you can place in your personal wisdom direction the business cards of your business mentors, like your business coach, or magazines like Fortune or any magazine about your professional sector. You are sending the message out that you are open to be mentored to be the best in your professional life.



John Assaraf is an international best-selling author, speaker, and consummate entrepreneur. A quest to overcome low self-esteem led to his unique passion for brain research and quantum physics as it related to achieving success. His expertise has been televised worldwide on major networks and on *Larry King Live* and *The Ellen DeGeneres Show*. You can view John's cameo appearance in the hit movie, *The Secret*, at [www.onecoach.com/secret](http://www.onecoach.com/secret). John is now the Founder of OneCoach, a company committed to helping entrepreneurs and professionals grow their small business revenues so they can achieve financial freedom and live extraordinary lives. ([www.onecoach.com](http://www.onecoach.com)).

## Chapter Ten

# What Does It Take to Have It All in Life?

John Assaraf

MANY PEOPLE HAVE ASKED me why I wrote my book, *'The Street Kid's Guide to Having it All,'* and I realized that some people simply do not believe that it is possible to "have it all."

Well, I am here as an ambassador to dispel that rumor once and for all.

If you are serious about learning what it takes, then read on and I'll take you on a short journey.

Let's suppose that at some point in the past, for whatever reason, by whichever means, there was a big bang, or there was not. It doesn't really matter. All we know is somehow our universe, solar system, galaxies, planets and specifically our planet are all here, and that's where I'll begin.

The number being thrown around right now is that our universe is at least 12.5 billion years old (not that I comprehend what that means). The reason for the

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prelude is to set the stage for some thought and greater understanding.

While you and I do what we do every day, there are others who study what and how the universe is what it is, what the galaxies are and do, and even closer to home, what and how our planets do what they do. How this occurred is irrelevant at this point. It just is. After all, they (the planets and galaxies, that is) were all here before us, we think.

Instead, I like to think of our universe and planet Earth as our 'playing field', and our body and mind as 'the vehicles' we have been given to play on the field.

So here we are, on this field, and we now have two choices: One is to play on the field—Two is to be a spectator.

Either way, the game is on, and you must choose whether you are going to play or watch.

If you have chosen to play, let me explain to you that there are people who study the playing field every day. They have discovered very specific natural laws that govern our universe, galaxies and planet.

If you are a serious player, knowing these laws, and understanding them would have a serious impact on how well you play the game, don't you think?

There is one Great Law that suggests that everything we see and can't see is made up of energy. There are also seven other major natural laws that work

synergistically, and they allow the playing field to do what it does with such ease and perfection. Unfortunately, we have never been taught how to be in harmony with these laws.

It's time we raise our awareness and begin playing at a higher level...

Let's leave the laws alone for a moment, and discuss our body and mind.

For the most part, the physical body is easy to understand. We have studied it for over 6,000 years and have learned a couple of tricks to keep it going faster and longer. We have five physical senses to help us decipher and understand the stimuli around us or on us.

The mind, however, is a little bit more complex. Scientists and theologians have discovered that we have six intellectual functions that are part of our conscious mind, and we also have three subconscious functions that assist us with much more complex issues and needs.

So here we are, playing the game, and I ask you this question:

'How well do you understand the basic natural laws of the playing field, and how well do you understand the functions of the body and mind?'

For many people the answer is the same. Not very well. The reason we do not know the answers, is

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because we have never been taught to look at the whole picture. Very few people have studied and understood how to connect the whole deal in a way that it is easy to understand and apply.

I will suggest that in order to 'Have it All,' you must first understand the basics for making it possible. Look around you and observe the perfection and precision in everything. There are no accidents. It all operates by exact order. If you choose not to learn how all of it works, that is totally up to you. You are then choosing to play at a mediocre level, and not at the level you are capable of.

As I mentioned before, you make the decisions on whether to play or watch, and then, how well you want to play. Learning the playing field and how you function makes the game so much fun!

Not knowing the basic laws is like not understanding gravity. Not understanding yourself is like a pilot who doesn't know exactly how all her plane's instruments work. Would YOU get on that plane?

Even once we understand the playing field, and the optimum way to use our body and mind, we still need to learn the rules relating to the five different games being played...those games are called health, wealth, relationships, career, and spirituality.

The games are complex, especially if we aren't taught the rules, angles and ways to win. Once again, if we

What Does It Take to Have It All in Life? John Assaraf  
choose to learn, the games become much more fun  
and easier to play.

I have invested over 20 years into this exact research  
and have discovered the fastest and simplest way to  
have what I want. My deepest desire is that you  
discover a few things to make your journey  
outstanding.

All you must do is be open to learn how to play and  
grow again like you did when you were a child.

Remember to create a masterpiece. It is your choice!



Glenda Feilen, author, speaker, and recognized authority on the law of attraction, shares no-fail techniques to achieve prosperity and success in her book, *Are All Your Pieces In Place?* For over 25 years her books, seminars, and workshops have taught thousands an empowering process to achieve wealth, happiness, and rewarding relationships based on the law of attraction. Also a personal design consultant, Glenda's "Fashion for the Soul" workshops teach women to look and feel fabulous when they dress so their natural radiance shines through. She is a nutritional expert and has been a marketing director for over 25 years in an international nutritional based corporation. Glenda is available for speaking engagements. Her 'Law of Attraction' and 'Fashion for Soul' workshops are life changing and fun, fun, fun! Learn more about the laws of abundance and purchase her CD set, *You Want it? You Got it!* on her website at [www.ContactGlenda.com](http://www.ContactGlenda.com).

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## Chapter Eleven

# **Be Deliberate About Creating Wealth**

Glenda Feilen

YOU MEAN THERE ARE universal laws about creating wealth? You bet! Live them and claim the wealth that is waiting for you!

How would you feel if a never-ending supply of money poured into your life? Are you living a life of prosperity? Do you have any area of lack in your life right now? Do you have a shortage of anything? Are you in debt? Do you wish you had a savings and money to give away? If you said “Yes” to any of those questions, I have good news for you! There is a simple easy solution to attract wealth and abundance and create the life of your dreams.

Do you Thrive—or just Survive?

Why aren’t you wealthy? Why isn’t everyone wealthy? Why then do most people barely survive, rather than thrive? We live in a world of abundance. Abundance is a natural state in our universe. Do you think maybe it’s because you aren’t lucky? Fewer than 20% of today’s millionaires inherited even a

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small portion of their wealth. Of those who inherited, or even won the lottery, more than 80% are bankrupt within 5 years. So, it's obviously not luck. Could it be that maybe you are not intelligent enough? Most of today's millionaires didn't graduate with high honors, and many didn't even go to college because they couldn't qualify. I guess intelligence isn't the answer. If it's not luck and not being super smart that makes us wealthy, what is it that the wealthy know that the people who aren't wealthy don't know? They understand the laws, the principles of accumulating wealth and keeping it. There are laws. They are Universal Laws; and just as the law of gravity affects each of us, whether we understand it or not, these Universal Laws of Prosperity affect our daily finances and level of prosperity in every aspect of our lives. No matter who you are, if you live the law - you reap the benefits; if you don't—you won't.

### **LAWS OF PROSPERITY:**

#### **1. There is no Receiving without ASKING**

Asking begins the creating process. When you ask, you are mentally entertaining something. If you can't conceive something or choose something, then you have no desire. Put your desires into formality by deliberately and consciously asking. Only when you develop the state of mind where you can ask for something, can you develop the state of mind where you can achieve it. Asking occurs in many ways:

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- You ask the universe for what you want when you handwrite your specific, positively-stated goals. Make sure you write them so they give you an emotional charge every time you write them.
- You ask the universe by supplying your mind with specific pictures in which you see yourself having already attained your desire. Run mental previews of what you want if you want it to manifest in your physical life.
- You ask the universe by creating a private goal chart with specific, goal-related pictures placed on it, personalized with your own picture.
- You ask the universe by stating to yourself and others positive words that affirm the things you want are presently occurring.
- You ask by handwriting affirmations nightly, which deeply impress your mind just before you sleep.

## 2. The LAW OF ATTRACTION

Everything in the universe works with the law of attraction. There is a current of energy that runs through everything on this planet in this universe. It is the basis of our world, and it is the basis of you. Everything is energy. We live in a vibrational universe. You are an energy being as much as you are a physical being. Recognizing that everything

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vibrates at a particular frequency or rate of speed is a vital part of understanding how to attract prosperity to you. Waves of living energy literally radiate from your body. They ripple and flow and merge with other waves. They are like a radio signal, emitting our words, thoughts, and feelings; and those things which are on the same vibrational frequency of that which you emit are returned to you. We are held accountable energetically by this law of attraction. Life is a mirror, giving us feedback on the vibrations that we are sending out on our thinking, and feelings, and actions. This means your daily experiences, the situations you experience, the people in your life, everything around you, matches your vibrational radiations outward. Even though you think money is nothing more than metal and paper with numbers on it, money is a system of energy. Everything is a system of energy and works with the law of attraction! Money is neutral and the energy you give it is the energy it takes on in your life. Am I saying that you can be a deliberate creator of what you want in your life by creating the vibrations that emanate from you? Absolutely! That's the point. You are the sole creator of your life, and it is time to create the things you want. Consciously create the amount of money you want. You are putting yourself in a vibrational place of either receiving exactly what

you want or what you don't want by what you are radiating out.

Thoughts are things which radiate to the world how you feel about money. Nothing can occur in your life without the initiation of it through a thought. Never think of yourself as poor or needy. What you think about comes about. What you focus on is what you get. Don't think about how little you have or how much less you'll bring in to pay the bills that you have. Think about how much you have and how you will feel when you have a surplus. You get more of what you focus on. Focus on what you want, not what you don't want. Never think that you have to work hard to make money or that money isn't happiness, or that having money is being 'filthy' rich. Never think that being poor is synonymous with being humble. Money is not the root of all evil; George Bernard Shaw said, "Lack of money is the root of all evil." Think positively about money! Rather than thinking of how little you have, think about how much you have. Think thoughts that bring you prosperity, and deliberately choose those thoughts.

Words create! Never say, "I can't afford it," "Money doesn't grow on trees," "It costs too much," or "I'll never get ahead." These are words of lack. When you say these things, you'll be right! The minute you begin changing these thoughts,

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your poverty consciousness is being changed. Use words of success. Change your words to "I now choose lavish abundance for myself," "I always have enough," "I'm comfortable with large amounts of money," "Money is my friend," "Money effortlessly flows to me," "I see money effortlessly flowing to me," "I see prosperity everywhere," and "I give thanks for (what you want more of)." As you say these things, your mind (which naturally thinks in pictures) creates pictures to go with your words. If your finances are currently out of control, your thoughts and words are also out of control. You must change your habitual thoughts and words immediately.

### 3. You must CREATE A VACUUM

If you want to receive something, you must make room for it. Nature abhors a vacuum. Whenever something is released and a vacuum is created, the universe makes sure that something is immediately sucked into that area. Remove every thought and word of lack, poverty consciousness, of money not being good, and of not being deserving. If these things are habitual, you can immediately change it to one of the thoughts you have chosen to replace it with. The more you change it, the less frequently thoughts of lack will occur.

Clean out your closets and drawers; clean up your car. Everything around you, especially your home

environment, mirrors your inner self. Clutter accumulates when energy stagnates; and, likewise, energy stagnates when clutter accumulates. When you give away and release things you no longer need, it opens your life for things you do need to come in.

Eliminate any toxic emotions you are holding onto. Anger, resentment, guilt, envy, regret, criticism, and other similar emotions block your prosperity. Release others and yourself from these emotions. Replace them with forgiveness, acceptance, willingness, understanding, love, joy, serenity, peace, and enlightenment. You do not forgive for others. You forgive for you. You can only attract to yourself what you are. The highest thing that you will attract to yourself is influenced by the lowest feeling you have about any person, place, or thing. Set yourself free, and you will immediately attract people and situations into your life that will prosper you.

#### 4. You Must GIVE to Receive!

Sometimes people want to receive before they give. It doesn't work that way. Let's do a little experiment: Fold your arms. There you are all closed up, hugging yourself. Are you in a position to receive? I think NOT. Now extend your arms forward as if you were in a position to give. Look, you are in exactly the right position to receive. Again, there is an energy flow. What goes out

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comes back; and no matter how little you have, you always have something to give.

Give others thoughts of prosperity. See them accomplishing their goals. When you give them thoughts of abundance and prosperity, you are actually giving to yourself those similar vibrations of abundance and prosperity and the things you want. Secretly shoot them with thoughts of prosperity, and you will see that you are secretly putting those things into play in your life.

Give gratitude and appreciation. Give thankfulness for what you have and what you expect to have in the future. Constantly look for things and others to give praise. Be generous with what you have. Give love and support to others. Treat yourself lavishly. Use your best on yourself. Bask yourself in abundance. Get rid of habits of scarcity. Spend money. Money must flow. What you put out comes back to you multiplied, and this applies to money as well as everything else in your life.

### 5. Take INSPIRED ACTION

You must TAKE ACTION if you want prosperity! You often hear the saying "Attitude is everything." Wrong. The "A" word that makes all the difference is "Action." You can have a great attitude about everything, but if you sit on the

beach all day and take no action, you will not achieve prosperity.

The power to create is given by Divine Intelligence. You are One Energy with the Master Creator; and when you use that energy, you know it because your actions are inspired. Your life flows with synchronicity. Everything falls together perfectly. Creative energy is joyful energy, and you are an extension of that energy. Therefore, it is vital to take action that is fun, exciting, interesting, and inspiring. Do the things that give you joy. Laugh when you work. Listen to fun or inspiring music. Create a beautiful environment. It is the light energy that creates. Menial, boring tasks will not bring what you want into your life. When you do the things you love, money will pour into your life. Your actions will not feel like work. They will be play. While you are taking action, feel the feelings you would feel if you already had all the money you wanted.

Implementation of knowledge is power. Now that you know the laws, make tiny, little behavior changes, and you will begin to see the results appear in your life. If you do the same thing – you're going to have the same thing. If you want something different, you have to do something different. It is simple to put these laws into action. All change begins with choice. Make a decision; choose right now to be wealthy. Make a decision to take advantage of the abundance

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that is already yours and is just waiting for you to claim it! There are no excuses. Being in poverty is equivalent to being a victim. Being a victim is allowing something or somebody to direct your life. If you want the lack of money to direct your life, you're a victim and will find an excuse not to live the laws of Abundance.

If you live these Universal Laws of Abundance, the universe has no choice but to respond by supplying you lavish abundance. If you obey the laws, you get the benefits. Nobody wakes up in the morning and says, "Today, I choose to be broke" or "Today, I choose to fail." But, you are choosing that by not choosing to create the opposite, which is to live the Universal Laws of Abundance. Live them to the fullest, and you will have a never-ending supply of money pouring into your life.



Melinda Boyer is an up-and-coming speaker and writer. She is the co-founder of Real Life Teaching and Real Life Publishing along with her husband, Don Boyer. She is the mother of three wonderful children, Manuel, Marco, and Marina, and is the proud grandmother of a beautiful granddaughter, “Mariah.” You can contact Melinda by sending an email to her at: [Melinda@donboyer.org](mailto:Melinda@donboyer.org).

## Chapter Twelve

# That Million Dollar Feeling

Melinda Boyer

OVER THE PAST 20 years, I had been searching for my purpose in life and had no idea where I really wanted to go or how I was even going to get there. But, I knew in my heart that I wanted to help people, whether it be helping teenagers by understanding what they were going through or giving them a hug and letting them know that everything was going to be okay.

When I was going through my divorce about eight years ago, I suddenly realized I was a single mom on my own. I really did not know what I was going to do or how I was going to make it, but I did know one thing, that I had to press forward. I always knew in my heart that I was not going to just squeeze by; I was really going to make it! Today, I finally understand that whatever you want is really right there in front of you. The question is, "How good do you really want it?"

Back in 2002 when I met my husband, I didn't realize at the time that I had already designed what I was looking for. When I first saw him that cold evening, I

knew that it was him, the man of my dreams. I couldn't keep my eyes off of him. (It was quite embarrassing.) I thought to myself, what the heck is wrong with you? But there I was with my eyes completely glued to this perfect man standing in front of me. As I walked by him, I knew he had noticed that I was staring at him. Please understand, this took a lot of courage on my part, knowing that he was talking to another woman at the time. But somewhere in my heart, I knew that it was right because it felt as if the world had stopped for a moment. The vibration in the area at that moment was incredible.

When you finally have that incredible feeling that something is right in front of you, it might just be that one moment in time that the universe is giving you the tap to go for what you want. If you choose not to take it, you might just be missing the opportunity of a lifetime. Be conscious of the taps that life brings you, meaning the inner gut feeling that God is giving you, saying "Here it is; it is yours if you want it. I have given you free will to have whatever it is that your heart desires."

I am sharing this story with you to let you know that there is a way that you can have everything your heart desires. Most of you might be asking, "But how? Where do I start?" It starts with you, and with you reaching out like you have never reached before and taking a step - not a big step, but one little step at a time. Start by looking at your surroundings. Are

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you surrounding yourself with people who build you up or tear you down? If you are with people who have negative energy and are pulling you down, they are holding you back from becoming the real person that you want to become. When I started to understand that most of the people that I was surrounding myself with were zapping my energy, I knew I had to make a change. They were not like-minded people, meaning, they were out to steal the dreams that I had created for myself, the wonderful loving husband that I have always dreamt about, and the passion of becoming everything I could be. Listening to the wrong people, I would think, "How can I be so selfish?" However, this is not being selfish, but it's a commitment to being all that you can be so that you can be an asset to people and not an energy-zapping liability. Not only can we have it all, we are designed to have it all. You see, we are designed for success and built for achievement, but unfortunately, most are programmed for failure. The good news is we can reprogram ourselves for success. That is exactly what I did. It all starts with listening and following that inner feeling, your gut feeling, your intuition, or what I call "The Million Dollar Feeling."

Close your eyes and visualize you have whatever it is that you want or want to become. When you can see yourself there, you're at the point where it really becomes possible. I encourage you to start visualizing and believe you can have anything you want because it really can happen for you. It happened for me, and

it's still happening. Have courage to step out and be all you can be, and start to believe that you can really make it happen. People around you may not want to hear what you want or they may even laugh at you, but remember this is your dream and your life.

You need to know that bringing your dreams to fulfillment is a process and not an overnight project. But it is a process that is well worth the time and effort. When your dreams do come to pass, you will look around and find that your friends have changed, your environment has changed and your entire dream life has gone from your vision to your reality. If you are ready to start, close your eyes and begin to feel that "Million Dollar Feeling."