



“It is not reserved for the lucky, privileged
or for those who seek it out above all else.
It is yours for the asking and will come to those
who simply choose to receive it in abundance.”
~Success Genie

Tele-Class Details

Date: Wednesday, April 23, 2008

Time: 7:30pm – 9:30pm (EST)

Dial-In: 1-218-486-1300

Bridge # 682882

Topic: “90 Days to Success Preview Call”

4 Tips to Get the Most Out of This Tele-Class

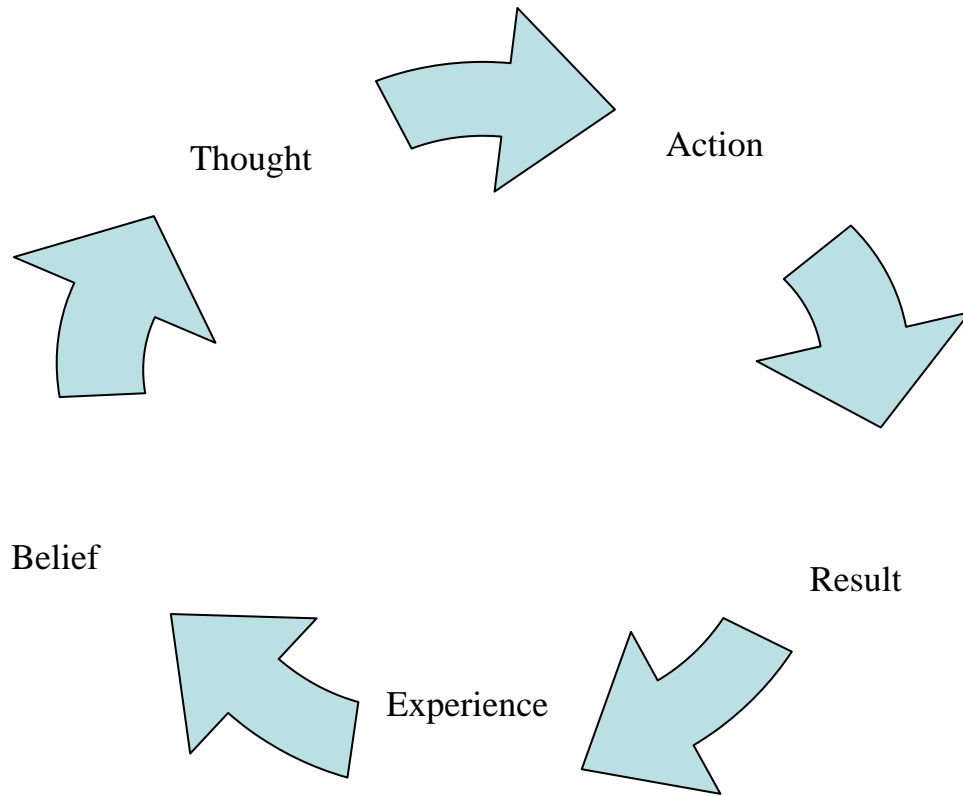
1. Print this out so that you can write and take notes during the call
2. Think of how to implement the secrets on the call
3. Make a deadline to complete 3 tips you’ll learn on the call
4. Start testing and tracking so you can accelerate productivity

SPECIAL NOTE: This tele-class starts on time according to www.time.gov so please dial-in five minutes early so you don’t miss any of the content. Your courtesy will be most appreciated. ☺

Work Sheet

1. _____ is your Birthright.
2. We are going to introduce you to a system that allows you to claim your _____.
3. What You Focus On _____.
4. There are _____ skills required to apply this system to attract and expand success: _____, _____, _____, _____, _____ and _____.
5. The way to remember the system is to _____ on the _____.
6. These tools will allow you to build a strong _____ for success to reside on.
7. The quickest way to attract success is to restore/re-align your _____ to your _____.
8. _____ are the most important things in my life. With out these things success doesn't matter.
9. Manage _____ instead of _____.

How the Mind Really Works



10. Where attention goes energy flows and results follow

Attention → Energy → Thoughts → Actions → = Results

Tools to Attract Success

Seven Internal Success Skills –Build Success That Lasts

Creating success is like building a house. Like any house, your success is personal and unique. If you are going to build success to last a lifetime you need to make sure it has a solid foundation and is structurally. You need to have the proper tools with the seven internal success skills alignment success can be built to last.

These seven internal success skills attract and manifest success.

Integrity
Self-Esteem
Belief
Focus
Commitment
Attitude
Strategy

Integrity - Every good plan begins with a diagram, an outline of how the plan must come together. This blueprint for success is your integrity.

Self Esteem – Self-Esteem is the foundation of success. It must be as large and as strong as the goal requires. If it not stable neither is your success.

Beliefs –Beliefs are the structure of your success. They must be aligned and compatible with your integrity and self-esteem.

Focus – Once you have the foundation set (Self-Esteem) and the structure (Beliefs) in place, you focus makes sure you are keeping to the blueprint (Integrity). Focus is the project manager.

Commitment – is the key. 90% of success is showing up.

Attitude – Is your vision, how you see the project. It is your ability to manage and assess the project

Strategy – is the plan. How you are going to execute the blue print. You need a plan or system to manage the details and obstacles in order to meet the scheduled time line.

Learn to apply the seven success skills:



11 Reasons Why People Fail:

- #1 Inability to Identify Your True Desires**
- #2 Confusing Wants with Desires**
- #3 Confusing Expectations with Intentions**
- #4 Not Having the Proper Beliefs to Support Our Goals**
- #5 Insufficient Self Esteem To Achieve or Sustain Success**
- #6 Failure to Plan a Strategy**
- #7 Setting Unattainable Goals**
- #8 Failure to Align Our Integrity with Our Goals**
- #9 Failure to Take Sufficient Action**
- #10 Losing Focus**
- #11 Lack of Accountability**

The Seven Internal Success Skills

Are

“The Foundation Of All Success”



Introduction

This is what you need to know about success: in order to create success on the outside you need to make sure that you are ready to receive it on the inside. Most of us have learned to work hard when things are good and to work harder when they are not good. But I am going to prove to you that:

***Working hard is not the answer.
In fact, the opposite is true!
You can do less and receive more.
You already know how to receive your birthright.***

Your first step is to understand that you are success and success is you. Success is not something you achieve. It is something you already are. If you don't *feel* successful at the moment, that doesn't mean you can't – or won't – be successful in the future. It means that you have not chosen to be successful or committed to activating the internal skills to achieve success.

That's right. YOU haven't made the choice to succeed yet.

It's okay if you weren't ready or willing—just know that you are able. People who are already successful are merely ready, **willing**, and able. They may have different skills, talents, goals, ideals, and plans, but you have the same undeniable right that they have. They just chose to receive their birthright.

***Successful people plan for success and are receptive to it.
It's that simple.***

I will detail the seven skills required to receive success in the program outlined below. Success is personal and unique: a talented architect designs and builds a mansion differently from the way a master chef whips up a delicious soup. Despite their differences, however, they share the same essential internal elements to achieve success: **The Seven Internal Success Skills.**

*The 7
“Internal
Success
Skills”
Integrity
Self Esteem
Belief
Focus
Commitment
Attitude
Strategy*

Integrity

Everyone has his/her own unique integrity. Integrity is like your genetic code or DNA except it encompasses your ethics and morality, and influences your state of mind, personality, and even your style. If you are blocked from your integrity, or you feel you have to alter it to meet the needs of others—then you are not being “true” to yourself.

Acting from your integrity is essential to receive success.

What works for me may not work for you. It’s important to recognize that distinction. Because there is an inherent danger in trying “copy” someone else’s successful actions. Success is personal—you must find your own way.

The key is self-awareness.

You have to understand yourself and your ideals and goals to be comfortable with the choices you make. You can be confident and optimistic that your choices will serve your positive success when you maintain your integrity.

Sometimes we fail to listen to what we know is right out of fear or limiting beliefs. We are misled into thinking that *this* is what it takes to get ahead. It’s the old, “Nice people finish last” reasoning. If you find yourself buying into that notion, STOP! Do not succumb to *FEAR!* You know what FEAR stands for, don’t you? False Evidence Appearing Real! Resist that temptation and run away... with your head held high and your integrity intact.

Authentic Success NEVER requires you to compromise yourself to receive it.

We lose or can’t acquire authentic success when cling to fear and compromise our integrity. Elvis Presley was a great example of this. Elvis was a down-home, country boy who loved his music—that was his integrity. But by the end of his career, despite his monetary worth, his fame and popularity, he felt empty and phony because he wasn’t doing what he wanted to do. He had lost his sense of self and was living his life based on the “image” that was created by the music-industry machine. He lost the ability to live in his integrity and felt forced to live someone else’s. He died feeling alone and inauthentic.

Action Step: **Identify the Five Things You Value Most.**

Everything you pursue and achieve needs to be in alignment and congruent with these five things. If they are not, you will be operating out of your personal integrity and authentic success will continue to elude you.

***“In order to
create success
on the outside
you must first be
aligned to create
it on the inside”***

Self-Esteem

Self-esteem is the foundation on which we build all of our dreams and ideals. Would you ever consider building or buying a house without a solid foundation? Of course not, a house with a bad, cracked, or missing foundation is without support. Likewise you cannot attain success without first assessing whether your self-esteem is intact or even sufficient to support your dreams and ambitions.

Self-esteem is often confused with self confidence and that can lead to failure. Overachievers often have an abundance self confidence. Yet they may have low (or no) self esteem. I call these people Zoom-Eekers or "Crash and Burners." These people always achieve what they set out to achieve – although, usually, at their own expense. They are typically pressure-oriented, adrenaline junkies who thrive when the heat is on and then crash afterward. Only to recharge for the next time. Or they reach the cusp of greatness, get scared, freak out, slow down or sabotage themselves either personally or professionally.

These people gather their self worth from their ability to do. They consider themselves Human Doings, not Human Beings.

Self-esteem comes from being not from doing.

Our self-esteem is how we feel about our state of being. It is a measure of how much we like ourselves. In order to attract success, we must generate a high level of self esteem and maintain a deep desire to take care of ourselves and love ourselves first. We need to treat ourselves like our favorite client or best friend. Just like people success warrants respect. If you don't respect yourself how do you expect those around you to respect you? Treat success like your lover or spouse. If success was your spouse, would it want to be married to you? If not, then you've identified where your work needs to begin.

Action Step: Create a list of 50 Personal Qualities and Assets that you have that benefit others.

"Self-esteem is how you feel about your state of being—how much you like yourself."

"In order to attract success, you must generate high levels of self-esteem"

Belief

If self-esteem is the foundation of a house, then beliefs are its structure. The quality and size of that structure is entirely up to you. To put this into perspective, let me illustrate something I find very common among successful people who plateau. They have created the blueprint and are operating within their integrity. There is a solid foundation of self esteem yet the dream of success still eludes them. Upon closer inspection, I find that, although they have contracted for a large Colonial with cathedral ceilings, hardwood floors, and solid oak cabinetry, they're using burnt wood and bent nails from the 30-year-old shack they used to live in. That shack and those run-down supplies represent their old beliefs. The materials they're using to build their dream home are incongruent with the plan they've laid out.

“The more often you declare what you desire...

the more what you desire comes into your life.”

Your beliefs must be aligned with your self esteem.

Think back to when you were a child. You played with various toys at different stages of your development: from blocks to books. The same holds true for your old beliefs. It may be time to recognize the limiting ones and embrace new beliefs that empower you, fit your current state of development, and move you toward your dream.

What you think about and what you believe becomes true for you.

Despite what you may have heard changing your mind is *not* just a woman's prerogative; it is *each person's* right—especially when you are building success one brick at a time. The more often you declare what you desire the more what you desire comes into your life. Your brain cannot distinguish the difference between fact and fiction. And your dream cannot manifest itself without the proper foundation to support it. If you are sure you are properly aligned with your integrity and have high self esteem, then analyze your beliefs to see if your work must begin here.

Action Step: Create a list of at least 10 beliefs that empower you. Declare them aloud daily.

Focus

"If you'd like more money, start focusing on the millions of ways to create it, not your lack of it."

Have you ever heard the phrase, "What you focus on expands"? Well, it's true. You can look at a problem and look at it and look at it – and the problem eventually grows into something that seems impossible to overcome. However, if you look toward a solution, the problem eventually becomes irrelevant and goes away... it is miraculously solved. That is evidence, in your own experience, of the power and importance of focus.

Keep in mind you are never a "victim of circumstance!" You create your circumstances. That may hurt some of you to hear. But we *are* all creators of our own reality. Everything in our lives – good or bad – is due to one thing: our focus. So if you're not absolutely excited about some facet in your life why not try to look at it differently.

Change your focus

If love or money were to show up at your door today, would you have a place for it to stay? If the answer is either "I don't know" or "no" then you need to refocus. There is something magical about writing your desires on paper. It is a direct connection with the Universe. Like a telephone or drive through window. You tell the Universe what you are ready for, move forward, show up, and receive what you asked for.

If you are sure you are properly aligned with your integrity, have high self esteem, and a positive belief system in place, your work must begin here.

Action Step 1: Write down your intentions, a specific list of what you desire to have in your life.

Action Step 2: Start doing what you would do if you really believed what you asked for what is your life right now. Act as if You already have it and it will come to you faster.

"We are never victims of circumstance. Each of us is responsible for our own reality

If you don't like something in your life change your focus"

Commitment

Commitment is the dreaded “C” word. A lot of us have incongruous beliefs about commitment that impede us from taking action; but understanding and embracing commitment is essential to creating success. You have to bind yourself to it. Success will fail you if don't commit to the relationship.

Success won't go where it isn't welcomed and embraced.

When it comes to success and commitment the most important thing you need to know is this: “If you don't show up, you can't go up!” Fully 90% of success is about showing up. It's that simple. Notice I said SIMPLE, not EASY. If it WAS easy, everyone would already be doing it. Success is your birthright; but, just like any inheritance, you must show up and collect it. Too many of us just don't show up.

Think about it. How can you get a hit if you don't step up to the plate? Of course, it's not simply a matter of showing up; you've got to show up prepared. It's hard to muster the energy to get that hit when there's a blizzard raging all around you and you're wearing shorts and sandals and you've got a knapsack full of issues weighing you down! Who wants to work under adverse conditions? Not me. And let's face it: We've all experienced times when our get-up-and-go seems to have gotten up and gone without us. But that's precisely where commitment is most essential.

As I said before, success is like a partner in a relationship. If you only showed up when it was easy or convenient, how would your partner feel about the relationship? Would you expect that partner to stick around? Success requires commitment. It's that simple.

***Commitment doesn't require perfection...
it requires you to complete what you start.***

If you are sure you are properly aligned with your integrity, have high self esteem, a positive belief system in place, and are comfortable with your ability to focus, your work must begin here.

Action Step: list all your beliefs about commitment and create congruency. Review the list and see which ones aren't congruent with supporting your success.

For each negative belief flip it and rewrite a more supportive belief. Declare it daily until it starts to feel real to you.

“Success is like a partner in a relationship.”

“If you only showed up when it was easy or convenient, how secure would your partner feel about the relationship?”

Strategy

Once you are committed to success, it's time to set up a plan.

Put your detailed goals IN WRITING. Outline a plan. Utilize your confidants for advice and assistance. Create a network of friends and colleagues who can serve as mentors, strategic partners, or workers to handle tasks that are out of your skill set. Success is usually the result of smart, strategic alliances with like-minded people.

"Once you are committed to success, you have to set up a plan."

You can be idealistic; but you must also be pragmatic. Your plan must be practical, detailed, and should anticipate problems. Condition yourself to see problems as opportunities to find new solutions. Learn about things that may impact your business or your life. You don't have to be an expert, but you must be knowledgeable – even if that knowledge means you need to call someone else who knows more than you. Do the research. Learn the vocabulary of the field.

"Put your detailed goals IN WRITING"

Be disciplined. Don't waste time – yours or others'. Don't deceive yourself by exaggerating, minimizing, or generalizing. Be as specific and precise as you can when you are assessing your qualities, abilities and accomplishments. The clearer your vision and the more precise the target, the more likely you are to land on success.

Know what you want, plan for it, and be prepared to receive it.

It is really important that you get as specific as you can. Break down each goal into baby steps. It is essential that your strategy is aligned with your values and is realistic based upon your resources and abilities.

Action Step: List the habits and resources required to manage your success.

Be realistic about your circumstances so that they do not become obstacles.

Attitude

Attitude is the great equalizer. I cannot say enough about attitude. I saved this for last, because without this component, everything else amounts to nothing. Your attitude determines your altitude. Mary Kay Ash, the founder and creator of Mary Kay Cosmetics Inc. and a personal mentor, said it best. "You can do everything wrong with the right attitude and still succeed and do everything right with the wrong attitude and fail."

You can and will achieve success

"You can do everything wrong with the right attitude and still succeed and do everything right with the wrong attitude and fail."

Attitude truly *is* the great equalizer. It can lift you up even after a huge calamity. A hurricane may whip through your city and demolish your house and devastate your life; but with the right attitude, you can muster up the will and ability to rebuild. I encourage you, at the very least, to cultivate an "Attitude of Gratitude." It is the fertile soil in which to plant your garden. It enables you to whistle a cheerful tune while you're toiling away in the rain and muck. It gives you the ability to persevere, knowing that everything has a purpose, understanding that delays are not denials and that your ability to succeed is based on belief not circumstance.

Commit to living in abundance

Victim Ville is a place we've all seen and visited. For some of us it's a comfortable place that we frequent; while, for others, it's just a familiar place we go out of habit. Either way, it's an expensive place to stay, *because it costs us our dreams*. Attitude is the navigation system that will guide us out of Victim Ville – and back toward that ideal called success where all are welcome.

Mary Kay Ash

Founder of Mary Kay Cosmetics

Action Step: Begin a Gratitude Journal. List 5 things every day that you are grateful for. These things can be very small, very large, or any size in-between. They may even be the same things every day.

NOTES

Special Offer for You

Option A:

- Quantum Leap 15 Month Coaching Program (\$4787 value)
- Unlock the Genie Three- Day Intensive (\$3995 value)
- 2 – Tickets Success Is Your Birthright Full –Day (\$ 599 value)
- Success Is Your Birthright CD Series (\$ 599 Value)

(\$9580 Value) Tuition \$4387.00 **Tonight \$2787**

I would like to use the monthly pay option

\$199 per month for 15 months

Option B:

90- Days Coaching to Success Program (\$3600 value)

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(\$5199 Value) Tuition \$1246.00 **Tonight \$1197**

I would like to use the 3 pay option

\$399 per month

Option C:

Success Is Your Birthright Full Day Seminar with CD

(\$599 Value) Tuition \$599 **Tonight \$49**

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