

A-PLAYER

MIND:

Brainwash Yourself for
Success/Wealth/Riches

*Bible-Proving Concepts for
Why You are Poor & Not Rich*

JUAN PABLO

A-Player Mind: Brainwash Yourself for Success/Wealth/Riches

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Forward

You may wonder why I wrote this book. Mike Murdock stated: “Your greatest frustration is a problem you were meant to solve.” I was always frustrated with people who had a broke mindset - BFCs (Broke, Frustrated Chumps): They would complain about their circumstances but did little to nothing to change. I was also a BFC and frustrated with my lot in life. When I triumphed over a mediocre lifestyle, I wanted to provide the solutions to all who shared the same frustrations I experienced. Oftentimes, BFCs believe the misconception that some people are lucky and get successful, but others aren’t as lucky. Little do they know that you can brainwash yourself for success. This book will teach you how to do so.

In order to become an A Player, I had to possess an A-Player mind. In order to possess an A-Player mind. I had to possess an abundance mindset. What exactly is an A-Player mind? This is the person who fills his minds with his craft and abundance all day long. This is the person who has a great attitude and skillset. The abundance mindset can be summed in this one sentence: This world that we live in has more than enough for you and me to eat, drink, and be merry. Keep in mind, I want you to have abundance. Jesus said, “I came that you may have life and have it more abundantly.” Paul states we are to “have the mind of Christ”(1 Cor 2:16 KJV).

If you think like Christ (A-Player mind), you too will make transformation happen and live life more abundantly. While Jesus was on this earth, he greatly served humanity and provided tons of value. I want a gang of A-Players providing value to the point that it’s always a “win-win” for all involved. When I help others obtain rental properties in the same market in which I invest, I don’t view myself as a person creating his own competition. In fact, I believe there’s more than enough properties out there for all of us to own. A competitive mindset is based on lack. Conversely, an abundance mindset is based on collaboration.

I would like you to brainwash yourself for success by thinking like an A-Player. My intent is to brainwash you for success. I want you to be successful in every arena of your life. I care about you even though I may have not met you face to face. Independent of my desires, what is more important to realize is that God also wants you to be successful. He doesn’t want you to be successful so that you can be the only benefactor of the riches you are bound to create as a result of your success, but to help others.

Part One:
The Practical Side of Things

Chapter 1:

An Introduction to A-Players

A-Players are high performers who are in high demand and highly paid in the marketplace. Oftentimes, we attribute the success the A-Players exude in the marketplace towards what they do; however, what they do is a direct result of what they think. Thus, for you to be highly successful in the marketplace, which will be quantified by the number of dollars you have in the bank, you need to possess the A-Player mind. A-Players have an abundance mindset.

According to Dictionary.com, the definition of mindset is this: “A fixed mental attitude or disposition that predetermines a person’s responses to and interpretations of situations.” Psychologist, Dr. Carol Dweck, coined the term growth mindset, which I believe is synonymous with an abundant mindset. Her research proved that individuals who have a strong belief in applying effort along with perseverance increase intelligence, expand skillset, build character, as well as crumple stumbling blocks in the way. These achievers, (A-Players) know that the key to success is not based solely on talent or skill but requires putting in the hard work by focusing on growth, fixing problems and working on self-improvement.

People who don’t have an abundance mindset are typically unsuccessful. They tend to think of their lack of talents and skills as being predetermined so they naturally do the opposite of what A-Players do and avoid challenges. Dweck calls this a “fixed mindset.” She says that (T) hey spend their time documenting their intelligence or talent instead of developing them. They also believe that talent alone creates success—without effort.”

I like to sort fixed mindsets into three different Player categories. If you guessed B-Players, C-Players, and D-Players, then you were right. As you know, A-Players are highly skilled and have a positive mindset. B-Players have a positive mindset too yet aren’t highly skilled; they have the potential to work on their craft and become highly skilled. C-Players are highly skilled yet don’t have a positive mindset for success. D-Players have neither a great skillset nor a positive attitude.

My goal for you after reading this book is to become an A-Player. A-Players are individuals who are highly skilled with high character. Individuals become A-Players by brainwashing themselves for success. In fact, they create their own success via their

mindset, which separates them from the rest. This book will serve as a guide to help mold your mind into an A-Player, so you can avoid being anything less. Following is a snapshot of the characteristics of each Player. This quick reference guide is here to show you where you currently are in terms of your mindset and what you'll have to remove or add to your thinking to become that A-Player.

Mindset	Type of Player
Persistent	A, B
Focused	A, B
Positive Outlook	A, B
Lazy	C, D
Indecisive	D

Now, you may have a desire to be successful; however, you may not have come from an environment conducive to success. Or, you may be a person who plateaued in your career but can't seem to figure out how to get to that next level of success. Neither instance have to hinder you from becoming successful.

This book is for the person who is currently a B, C, or D-Player but wants to possess an A-Player mindset to get ahead; someone who is open to learning and understanding how spirituality and personal development are practical components of success. Therefore, this book will reference scriptural material found in the Bible. Even though you may not be a Christian, I recommend you read the Bible. The scriptures are meant to serve as a formula to get you what you want out of your life, for the Bible is filled with universal truths conducive to your success. I ask that you open your mind when reading this book.

Also, this book is also for anyone who desires to be great and successful in their field and would like to have finances and career growth as indicators of success. Since I am a Christian business owner and investor, this book caters more toward entrepreneurs and businesspeople, but anyone in any line of work can make good use of it.

I am a successful businessman. Keep in mind, my success in business didn't make me the man who I am today, but my success-filled mind made my business what it is today. Starting out, I didn't grow up wealthy; however, I had a burning desire to become wealthy. A burning desire is the starting point. If you don't thirst for success like a man in the desert thirsts for water, then please donate this book to someone who will.

Many have their own definition of success and failure. However, I'd like to share with you some of the definitions from notable authors in the personal development industry. Earl Nightingale states, "Success is doing what you want to do deliberately." Failure, according to Napoléon Hill, is nothing more than "temporary defeat". If you want to be an A-Player in your field (top dog, second to none) and you're doing this deliberately, then you're a success. However, if you are working a dead-end job and not doing what you want to do deliberately, then don't worry. You may be defeated temporarily. I am here to assist you in being deliberate in obtaining, being, and doing what you want in life. Again, you are not a failure for not deliberately obtaining your goal, you have only been defeated temporarily. It's time for you to win again.



KEY PRINCIPLES

Growth Mindset/ Abundance Mindset:

These people tend to focus on self-improvement, always challenging themselves to get better. They build their bodies and minds. They seek out ways to help others.

Benefits:

Growth happens quickly, and the work required to be put in becomes effortless.

Disadvantages:

These people typically miss out on enjoying life because they tend to spend the majority of their time on work and self-improvement.

Takeaways: A-Players put in the effort and persevere in difficult times.

Chapter 2:

Brainwashing

You may be wondering what I mean by brainwashing. Brainwashing has several meanings. Let's explore them together.

Meaning 1: Need to clean/wash out negative thoughts in your brain - arrest thoughts.

Think on things that are pure, praiseworthy, honorable, of good report, think of these things (Phil 4:8).

In other words, successful thoughts should be the only tenants of your mind. If you ponder negative thoughts, then you should evict them quickly. Protect and only allow things that relate to your success to enter your ear, eye, and mouth gate through intentional repetitions. Phil 2:5-8 states that you have the mind of Christ, so if Christ wouldn't think, ponder, imagine, meditate, or worry about negative matters, then you shouldn't either.

You should forget those things which are behind (negative thoughts, bad past, etc.) and press forward to those things which lie ahead, which is success (Phil 3:13).

Imagine your mind as a field and you are the farmer. As a farmer, you can choose which seeds (thoughts) you want planted in your field to produce a harvest (expected result showcased in the outer world for all to see) in the near future. A lazy farmer would allow weeds (negative thoughts) to land in it's field and water it by thinking of it occasionally. These weeds tend to choke the life out of productive seeds (your positive thoughts and desires); thus, filling your life with undesirable things. However, a prudent farmer will uproot all weeds (cancel/arrest negative thoughts) and instead only plant seeds that he wants (apple seeds produce apples, abundance seeds produce abundance).

1.

*I passed by the field of the sluggard
And by the vineyard of the man lacking sense,
And behold, it was completely overgrown with thistles;*

*Its surface was covered with nettles,
And its stone wall was broken down.
When I saw, I reflected upon it;
I looked and received instruction.
A little sleep, a little slumber,
A little folding of the hands to rest,
Then your poverty will come as a robber
And your want like an armed man. (Proverbs 24:30-32)*

Now, when you plant these seeds, they don't produce a harvest instantly. There's seedtime and harvest. There's a gestation period that takes place in which the seed grows roots downward and take hold of the earth and then it grows upward to break through the earth for all to see. Then, it produces the desired fruit. Similarly, your positive thoughts of success must be planted in the field of your conscious mind and watered by good affirmations in good soil (without weeds), then that success seed will begin to grow roots downward into your subconscious mind. As soon as it takes root or takes a hold of your subconscious mind, then you'll start to see the physical manifestation of that success seed you planted in your outer world. You will enjoy the fruits of success if you understand and apply this concept. If you want success, abundance, prosperity, riches, joy, peace, love, etc., then you must plant those seeds in your mind and get rid of all the bad weeds at the same token.

While the earth remaineth, seedtime and harvest, and cold and heat, and summer and winter, and day and night shall not cease (Genesis 8:22).

*Be not deceived; God is not mocked: for whatsoever a man soweth, that shall he also reap. 8 For he that soweth to his flesh shall of the flesh reap corruption; but he that soweth to the Spirit shall of the Spirit reap life everlasting. 9 And let us not be weary in well doing: for in due season we shall reap, if we faint not.
(Galatians 6:7-9)*

In this book, we will point out the dirt in your mind and make sure it gets cleansed.

Meaning 2: Brainwashing is defined as, “make (someone) adopt radically different beliefs by using systematic and often forcible pressure.” According to the Cambridge dictionary, brainwashing is defined as follows: to make someone believe something by

repeatedly telling them that it is true and preventing any other information from reaching them.

Brainwashing is similar to keep watering a seed daily, giving it sunshine, keeping the ground fertile, and expecting a harvest. This process must be systematic as most farmers are. Only those farmers who aren't systematic with their business of growing plants tend to have plants in their garden they actually don't want. In addition, you need to prevent any other information from reaching you, so that your seed is corrupted. Again, it's planting the right seeds you want and preventing weeds from entering the garden of your mind, which may be how your life is today. As a result of not placing a systematic approach and/or pressure towards success, your life may be filled with weeds stated in the chapter on the "reasons why you're not successful". However, it's not too late for you, you still have time to dig up those weeds in the field of your mind and replace them with the seeds to success in this book.

Success can be true for you. To convince and persuade to you that this is true, you may find me repeating certain language throughout this book - to continue to water your mind for these seeds to success to grow. I will also encourage you to protect your ears, eyes, and mouth gate, for these are the gates to your conscious and subconscious mind causing many to lose heart. I want you to be a great guardian over your mind, so those B-Player thoughts/weeds don't creep back in.

*Guard your heart with all diligence, for out of it flows the issues of life.
(Prov. 4:23)*

Your life may be full of issues and failures as a result of being a poor guardian of your mind. In addition, we'll use specific techniques formerly unsuccessful people used to find success and do it repeatedly to the point you believe you're successful. It all starts with your mind.



KEY PRINCIPLES

- **Brainwashing is necessary.** Repetition retrains the mind to support change.
- **Water the good seed.** Nurture the good seeds that will grow your success.
- **Guard your mind & heart.** Focus on positive rather than negativity and

doubt to become an A-Player.

Chapter 3:

Exposing Unproductive Mindsets I

The point of this chapter is to uncover the B, C and D-Player mindsets. However, I want to sell you on understanding how much of an impact the inner-you have on this physical outer world. You need to accept the fact that it is your mind which puts you in the financial position you are in today and you must cease blaming outside circumstances or people. Your mind has an impact on your physical life. In fact, your mind created the life you live today. If you don't believe me, then try the following exercise.

I want you to imagine the last time you had a nightmare. You were probably falling from a tall building and right before you hit the ground you awoke from your nightmare. If you ever experienced a nightmare similar to this, you probably woke up with your heart rate beating heavily, your breathing may be fast, and you may be sweating. Your physical body had a negative reaction from a mere negative thought, dream, nightmare. Your thought life, whether good or bad, will have an impact on this physical world.

Now, I want you to close your eyes and image getting a \$100,000,000 paycheck. Picture the money in your hands, in your bank account, on your bank balance. See your family, friends and colleagues congratulate you for your success. See the trappings of success your value has awarded you - the cars, the houses, the lifestyle. Now, tell me how you feel? Do you feel elated, is your breathing slow and relaxed, is your body posture open? Your thought life is impacting your physical body and physical world. Your thoughts become things.

However, if you spend time thinking negative thoughts and incorporating negative emotions around those thoughts, then your physical world will be a reflection of it, while continuing to be a hindrance to your success. Once light is shed on it, then you can start being conscious of your thoughts and beliefs that are counterintuitive/counterproductive towards your success. Then, you can start being successful. In Proverbs 24:27 KJV, Solomon writes, "Prepare your fields,

then build your house”. Thus, you should always remove any debris or filth from your field before building a house. Your field is your mind. We need to first remove any debris or filth in your mind to start building this house/empire of success.

Below is a collection of several things B, C, D-Players do, speak, or think that relate to their lack of success. I’ve compiled this list via observation and personal experience. Once I corrected some of these things in my life, my success improved. I’d like you to read it with an open mind to see if any of the items relate to you below. If you find yourself doing, speaking, or thinking some of these things, then I suggest you cease doing that activity rather than argue with it. I remember when my mentor advised me to do something where my craft was related, and I argued against him; however, I had to correct myself by thinking, “If he has the success I currently don’t have and he’s advising me on how to get successful by performing certain actions or ceasing certain actions that are detrimental to my success, then who am I to argue?”

Negative Thought Life

Out of the heart flows the issues of life. (Prov 4:23 KJV)

Your heart is synonymous with your thought life, your belief system, your subconscious mind. If you have the following beliefs in your heart, then it will be extremely difficult for you to be successful:

You think lowly of yourself.

You think everyone is bad.

You think of all the ways things can go wrong and not the one way how things can go right.

You have a belief that outside circumstances dictate your success (hair color, gender, age, education, income, parents, upbringing, or faith).

If you have a negative thought life, success is not in your belief system. Perhaps you think you cannot be successful since you didn’t start off successful. Little do you know that you can convert thoughts into riches despite your disadvantages. Perhaps you’ve never consciously decided to be successful; as a result, you decided to be unsuccessful by default. If you do not choose to serve success, you’ll end up serving unsuccess as a default.

Choose now whom you will serve (Joshua 24:15 KJV).

Perhaps you make bad decisions or falter under pressure. You're not shrewd like the shrewd manager in Luke 16:1-13. Jesus challenged traditions and found loopholes and advised us to be wise as serpents yet harmless as doves and that the people in the world think more cleverly than the people of the light (Pharisees and their manmade rules).

How do you respond when someone brings bad news or is victimized? Do you tell them they reaped what they sowed? You should do as Jesus did. When people brought him bad news about a person dying, no wine, or not enough food, he responded that the "dead" person was sleeping, turned the water (leveraged resources already available) into wine and gave thanks for what he already had (fish and bread) and multiplied it to feed thousands. You can turn the bad reports you receive into miracles by interpreting the news into something good. The scribes and Pharisees were the judgmental ones and wanted to stone the adulterers and shun eating with perceived sinners or tax collectors.

Those with a negative thought life let filth accumulate on their minds and don't cleanse it daily. You cleanse dirt off your body daily, so you shouldn't you do the same with the Word.

Blaming Others

Some people blame others for their own shortcomings. In the story of the prodigal son, he was born with all the resources he needs and decided to leave it all behind to pursue his selfish desires. Then, he became poor and ate with pigs. Later, he came to his senses, deciding that he could return to his father's house where he received a ring and fatted calf. Realize that you yourself and no one else brought the poor conditions in your life. Thus, make the decision to rise to a higher level where abundance awaits your claim.

Lack of Devotion

You don't devote enough time to success. You may think spending one hour a week reading a book or one day a week working on your craft will give you an exponential return on your time invested. However, it won't.

Go to work in the morning and stick to it until evening without watching the clock. You never know from moment to moment how your work will turn out in the end (Eccl 11:6).

Trying to Do Everything Yourself

You try to do everything yourself. You need a team to be successful. Your level of success can only grow to the size and quality of your team. Starting out as a businessperson, I did everything myself from shooting YouTube videos, writing eBooks, performing sales and customer service, and running the operations. However, I was being a B-Player in many of these activities since I wasn't making a concentrated effort to improve in these areas. I was using my time to do too many tasks. However, once I started adding staff to take on tasks I was performing, they began to do it better than I could do. I was able to spend my time on the things that matter most.

It's better to have a partner than go it alone. Share the work, share the wealth. And if one falls, the other helps, but if there's no one to help, tough! Two in a bed warm each other. Alone, you shiver all night. By yourself you're unprotected. With a friend you can face the worst. Can you round up a third? A three-stranded rope isn't easily snapped (Eccl 4:9-12).

Lack of Imagination

You don't use your imagination to see the life you want. Your imagination is everything. You should play mental exercises upon waking and upon going to sleep that relate to people congratulating you on your success, obtaining the trappings of success, and other images of success. You should imagine your friends, family, and colleagues congratulate you on your success.

For as he thinketh in his heart, so is he: Eat and drink, saith he to thee; but his heart is not with thee (Proverbs 23:7).

Ridicule & Judge Others

You ridicule, judge, and criticize others (either openly or in your thoughts) when they fail or when they become successful. When they fail, you joke about their failures.

When they succeed, you contribute their success to immoral or unethical means (they must be a scam, exploited employees, stole, etc.). When they fail, you contribute it to them scamming, exploitation, theft, etc. Instead of judging, you should bless all. Bless others when they succeed and fall, and those blessings will return to you.

*Don't judge, so that you won't be judged. ... Instead, make up **your mind** not to put any stumbling block or obstacle in your brother's way (Matt. 7:1 KJV).*

Lack of Belief

You have a hard time believing you'll be successful based upon someone influential in your life. You may have a parent, partner, loved-one, teacher, or neighbor in which their words hold weight in your life. However, they may have told you that you'll won't be successful in some form or fashion and you believed it; you internalized it. They may have said you can't be successful based upon the line of work you're pursuing, statistics (9 out of 10 businesses fail for example), they may focus on your weaknesses and be blind to your strengths, they were unsuccessful and don't want others in their circle to surpass their level of success, they may have your best interest at heart and would rather you play it safe than take the risk of being uber successful, etc. Please keep in mind, you are the number one determining factor of your success and not anyone else. Sure, their words may have hurt, but it's your duty to forgive and let go so that your success won't be hindered by what they said. Holding on to unforgiveness is similar to drinking poison but hoping the other person dies. Drop that heavy weight on your heart that's burdening you and fill your beliefs with success.

A thousand may fall at your side, ten thousand at your right hand; But it shall not come near you (Psalm 91:7).

Seeing the Glass Half Empty

You may see the glass as half empty rather than half full. How does one get abundance? You must have an abundance mindset. Abundance mindsets produce abundance. Lack mindsets produce lack. Thus, if you have failure or lack in your life, it's a result of your mindset. That's the great thing! You can change your mindset based upon what you put in front of your eyes and ears. If you want to have an abundance mindset so your life will be filled with abundance, then you must put abundance-focused reading

material, videos, conversation before your eyes and then place abundance audio material before your ears.

“A good man out of the good treasure of his heart bringeth forth that which is good; and an evil man out of the evil treasure of his heart bringeth forth that which is evil: for of the abundance of the heart his mouth speaketh.” (Luke 6:45)

Tolerant of Failure

You tolerate failure and lack and are slack regarding obtaining success. Instead of being disgusted and uncomfortable with your lack of success, you are content with your state based upon your lack of activity. Don't get me wrong, you should be content in all things; however, if you accept lack and failure as your course in life, then you'll continually attract it.

*And Joshua said unto the children of Israel, 'How long are ye **slack** to go to possess the land, which the LORD God of your fathers hath given you? Go and possess your abundance!' (Joshua 18:3).*

Misusing God's Name

You use the Lord's name in vain. In Genesis, God told Moses, “I am that I am”. Thus, every time you speak the words “I am” you are speaking the name of God. In the Bible, we are instructed, “Let the weak say I am strong”. You should never use God's name (I am) to speak anything negative over your life even though it may be a fact currently. The facts will change for they are temporal. In 2 Cor. 4:18, it is written, “So we fix our eyes not on what is seen, but on what is unseen, since what is seen is temporary, but what is unseen is eternal.” For instance, if you are broke, poor, middle class, and so forth, don't ever say these things about yourself, for the things you see currently (broke, poverty, etc.) are temporary but the unseen (riches, success, wealth, etc.) are eternal. Again, if you are weak in wealth, don't say it. Instead, let the weak (in wealth) say they are strong (in wealth). Again, watch every word you think, speak, and write that proceeds after the two most powerful words in the English language, “I am”.

Some may argue, “Well, it's true, JP. I am broke. I am poor. I'm just speaking facts.” Little do you know that life and death are in the power of the tongue. Did you know there's a difference between a fact and the truth? A fact is temporary, but truth is

eternal. The truth is unrealized potential. For illustration purposes, the caterpillar is the fact, but the butterfly is the truth. The acorn is the fact, yet the oak tree is the truth. The broke pockets you currently have are a fact, but the abundance in your bank account is the truth. The truth shall set you free - not the facts, for they are temporal and subject to change. Doubt may take you off your focus from the truth.

Thou shalt not take the name of the LORD thy God in vain; for the LORD will not hold him guiltless that taketh his name in vain (Exodus 20:7, KJV).

Lack of Persistence

The road to success is hard. You must not lack persistence. You will try something and fail. Or, you will work hard at it for hours to no avail. You desperately want to speak to that CEO that can impact your business but quit after the first rejection. You don't follow up with that next sale.

That night Jacob got up and took his two wives, his two female servants and his eleven sons and crossed the ford of the Jabbok. 23 After he had sent them across the stream, he sent over all his possessions. 24 So Jacob was left alone, and a man wrestled with him till daybreak. 25 When the man saw that he could not overpower him, he touched the socket of Jacob's hip so that his hip was wrenched as he wrestled with the man. 26 Then the man said, "Let me go, for it is daybreak." But Jacob replied, "I will not let you go unless you bless me." The man asked him, "What is your name?" "Jacob," he answered. Then the man said, "Your name will no longer be Jacob, but Israel,[a] because you have struggled with God and with humans and have overcome." Jacob said, "Please tell me your name." But he replied, "Why do you ask my name?" Then he blessed him there. (Gen. 32:22-26)

Self-Doubt

Albert Einstein said, "a person who doesn't try anything new doesn't make any mistakes. Thus, you may be afraid of making mistakes down this road to success. Keep in mind, you're going to make mistakes but if you didn't die from making that mistake, then there's no mistake you can bounce back from. In addition, you may not possess the confidence that you can be successful or be confident that you can recoup the losses you incurred from making a mistake. As a result of the fear of making a mistake or at least

bouncing back from mistakes you're going to make, you may have self-doubt and say, "I cannot do this for I don't have enough time" or "I can't do this for I don't have enough resources, I'm not smart enough, it's my skin color, my age, my sex, etc." Keep in mind, Phil 4:13 says, "You can do all things through Christ which strengthen you." Have the mind of Christ and you can do all things when you believe. Thus, if you don't have self-confidence, at least have confidence in Christ - you'll gain strength through him. Be bold as lions.

Lack of an Influential Role Model

You didn't have anyone influential in your life to model. It's important to get exposed to success. However, if you never had anyone in your life to model, no worries. You can join certain circles on meetup.com, watch YouTube videos, and make it intentional to expand your network. I've heard people state in the past that they don't have the right people in their circle, as a result, it's hard for them to gain success. If that's the case, then expand your circle. Go get a new circle; put your neck out there and be intentional about the people you need to meet. If you jot down a description of the people you need in your circle or on your team, then you'll find the people that fit your description. Keep in mind, human resources do this all the time when looking for talent. You should do the same.

No Image of Success

You don't know what success looks like. You may have grown up impoverished and never been exposed to wealth. However, that's still no valid excuse. If you want to be successful, you can leverage resources, such as YouTube, to see positive images of success. You need to have positive images and people fill your mind, so you can have a clear picture of what success looks like, so you can become successful.

If you hang with the wise (in wealth) you'll become wise, but if you hang with fools (or people foolish in money) you'll suffer harm (Proverbs 13:20).

Fail to Speak Well of Yourself

You don't speak highly of yourself or even think highly of yourself even if circumstances and people state otherwise. It's important for you to speak positively about

yourself and success, for speaking positively about yourself via affirmations will cause you to believe it. Then, once you believe it, you'll soon see it.

Let the weak (in success) say I'm strong (in success) (Joel 3:10).

Fail to Rewrite Your Day Mentally

You don't rewrite your day mentally. Now, I understand that this may not make much sense to you starting out. However, it's vital. If something didn't go right in your day, let's say you lost an account. It's easy to think negatively when something negative happens. However, if you lost an account, go home and before you go to bed, imagine yourself winning that account, or winning double the amount of accounts you lost, or imagine the account owner calling you letting you know they made a mistake. Simply rewrite your day as you'd like it to turn out.

“And it came to pass, that, when Jesus was returned, the people gladly received him: for they were all waiting for him. 41 And, behold, there came a man named Jairus, and he was a ruler of the synagogue: and he fell down at Jesus' feet, and besought him that he would come into his house: 42 For he had one only daughter, about twelve years of age, and she lay a dying. But as he went the people thronged him. 43 And a woman having an issue of blood twelve years, which had spent all her living upon physicians, neither could be healed of any, Came behind him, and touched the border of his garment: and immediately her issue of blood stanch'd. And Jesus said, Who touched me? When all denied, Peter and they that were with him said, Master, the multitude throng thee and press thee, and sayest thou, Who touched me? And Jesus said, Somebody hath touched me: for I perceive that virtue is gone out of me. And when the woman saw that she was not hid, she came trembling, and falling down before him, she declared unto him before all the people for what cause she had touched him, and how she was healed immediately. 48 And he said unto her, Daughter, be of good comfort: thy faith hath made thee whole; go in peace. 49 While he yet spake, there cometh one from the ruler of the synagogue's house, saying to him, Thy daughter is dead; trouble not the Master. 50 But when Jesus heard it, he answered him, saying, Fear not: believe only, and she shall be made whole. 51 And when he came into the house, he suffered no man to go in, save Peter, and James, and John, and the father and the mother of the maiden. 52 And all wept, and bewailed her: but he said, Weep not; she is not dead, but sleepeth. 53 And they laughed him to scorn,

knowing that she was dead. 54 And he put them all out, and took her by the hand, and called, saying, Maid, arise. 55 And her spirit came again, and she arose straightway: and he commanded to give her meat. 56 And her parents were astonished: but he charged them that they should tell no man what was done.” As you can see, Jesus rewrote his current circumstances despite the laughs and ridicule he received from others. You may be thinking, “But that’s Jesus. He’s the Son of God, so of course he can do that but I cannot”. Keep in mind two things: 1) you have the mind of Christ, so you can do as he does. 2) Peter, a mere man, walked on water, healed the sick, and performed many other miracles as Jesus did. You can perform your own miracles if you rewrote them and speak about the way you’d like to see them happen (Luke 8:40-56).

Joke About Poverty

You joke about your poverty as if it were comical. I remember working for the government and we had a recession and many of my colleagues joked about how their “401K is now a 201K as a result of the drop in the market (hahaha). In my opinion, losing money or being unsuccessful in your business, life, investments is no laughing matter. It’s a weak coping mechanism. In fact, you’re supposed to be laughing to the bank and incorporating positive emotions towards the things you want (discussed in later chapters). Now, I’m not saying you shouldn’t be light-hearted, but if you are experiencing unsuccess, then you should focus on laughing at your problems such as, “Hey, I’m laughing at you 401K for I know you’re going to bounce back twice as much - hahaha”.

Death and life are in the power of the tongue: and they that love it shall eat the fruit thereof (Proverbs 18:21).

The fruit or manifestations you receive from the words you speak don’t care if the thing you said was a joke or not: it will bring exactly what you said to life. Thus, be intentional about your words and don’t make your life unsuccessful at the expense of a joke.

More Talk Than Action

You place more value on others telling you that being successful is risky than taking action despite the risk. You may not recognize or admit it, but you value

complacency and comfort over success as a result of fear. You fear risk and failure. Your fear of risk outweighs your desire for reward.

In Matt 25:14-30, Jesus tells a story about a certain master who gave three servants talents and told them to do business until he was to return. The first two servants did business with the master's money and multiplied it. The last servant buried it. When the master returned to receive an account, the master praised the first two servants and chastised the last servant and called him wicked and lazy due to the last servant being fearful - hence the reason why he hid his money. If you chose to hide your talents, gifts, and abilities due to fear of reprimand or fear of loss, you too are being wicked and lazy and cannot expect success.

Too Many Advisors & Mentors

You're listening to so many advisors and mentors you end up coming confused - one says jump, one says duck, one says run, one says stand still, one says diversify, one says singular focus, one says you should buy real estate and other says you should sell real estate. At the end of the day, you end up doing neither.

I'll bring you to a certain brook and there will I sustain thee (1 King 17:4-9).

Lack of Understanding Failure

Lack of understanding that failure is a part of the process towards success. As an entrepreneur, I've lost money and failed hard; however, it's not the end. The blows of temporary defeat hit hard, but it didn't knock me up. At least I got up from the fight and fought back. You must possess this same mindset.

Emotionalizing Negative Thoughts

Place emotions on negative thoughts without knowing that your feelings, whether positive or negative, attract more of what you place them on. Emotionalizing negative thoughts demonstrates a lack of emotional intelligence. Typically, a person who emotionalizes negative thoughts act and speak negative as soon as something bad happens. Emotional intelligent people don't allow negative circumstances to occupy their thought life but rather use the negative situation as a signal to start thinking positive. It's like driving a car and you see the check engine light come on. An A Player will notice the

signal and realize work needs to be done under the hood. They don't get emotional but take the proper steps towards getting whatever is under the hood fixed. Then, they get back on their journey. Plus, they use that check engine light as a signal to pray, to state their affirmations, and/or to think about the desires they want in their life while not incorporating negative emotions. C, and D Players look at the check engine light and think "I knew this was going to happen. Bad things always happen to me. I can never catch a break. I take one step forward to take two steps backwards. I wish I was lucky like so-and-so" They don't realize that bad things happen to all; however, not all respond to negative things in a negative way. If bad things happen to you, it's a signal that you should check under the hood of your mind and get the problem fixed as you continue your journey towards success. Some of these emotions include fear, doubt, unbelief, anger, anxiety, frustration, worry, hate, envy, jealousy, disbelief.

I've not given you the spirit of fear, but of power, love, and a sound mind (2 Tim. 1:7).

A-Players have a sound mind through turmoil. Moreover, A-Players, focus their thoughts differently.

Think on things that are pure, lovely, honorable, and things that are a good report (Phil. 4:8).

Past Failures

You've failed in the past and don't want to risk trying it again. Remember, failure is just temporary defeat. In Isaiah 43:18-20, "Forget the former things and don't dwell on the past, see I'm doing a new thing."

Failure to Accept Responsibility

Never accepts responsibility for your own actions - blames others. The person who's been divorced five times always states it's the other person's fault. However, they fail to realize that they are the common denominator in all of these relationships. A Players realize that they are in full control of their life. If things go good or bad it's always their fault and they can turn things around. C and D Players think it's always someone's fault. You'll see this quote often in this book, Proverbs 23:7 "As a man thinketh in his heart, so is he." Your thoughts caused you to be a divorce, a poor person, a

lonely person. If you change your thoughts, then you can change your life. This book is meant to help. Take responsibility of your life, for you caused your failures. And if you caused your failures, you can cause your successes.



We're all self-made but only the successful will admit it.

-Earl Nightingale



Lack of Routines & Structure

You have no routines or structure within your day. Everything you do in life is random and you go astray. Everyone who's successful became successful with falling in love with discipline. They worked on their craft daily. There's no rhyme or reason to what you do. The reason why you go to and fro is because you don't have a clear vision for your business, craft, life, etc.

Write the vision and make it plain, whoever sees it can run with it (Hab. 2:2).

Once you have a clear vision, you need to incorporate discipline. Discipline is not easy, but discipline is doing what you know you need to do despite how you feel. After a while of exercising discipline, it'll later turn into delight.

Whoever heeds discipline shows the way to life, but whoever ignores correction leads others astray (Prov. 10:17).

Whoever loves discipline loves knowledge, but whoever hates correction is stupid (Prov. 12:1).

They disciplined us for a little while as they thought best; but God disciplines us for our good, in order that we may share in his holiness. No discipline seems pleasant at the time, but painful. Later on, however, it produces a harvest of righteousness and peace for those who have been trained by it (Heb. 12:10-11).

No Masterminds/Networking

You're on an island thinking you can be successful on your own or you aren't receptive to advice due to pride.

Listen to counsel and accept discipline, that you may be wise the rest of your days. As you can see, wise people seek counsel from qualified people, for it's good for others to poke holes in your ideas to minimize your risk of failure (Prov. 19:20).

Failure to Leverage Expertise of Others

You don't leverage the expertise of others. You must seek out wise counsel and increase your learning to increase your chances of success.

A wise man will hear and will increase learning; and a man of understanding shall attain unto wise counsels (Prov. 1:5).

You don't forge strategic partnerships. If you can create a successful business on your own, then that's great. However, most business owners need help in the form of employees, advisers, board directors, or partners. According to

Two are better than one; because they have a good reward for their labor. for if they fall, the one will lift up his fellow: but woe to him that is alone when he falleth; for he hath not another to help him up. Again, if two lie together, then they have heat: but how can one be warm alone? And if one prevails against him, two shall withstand him; and a threefold cord is not quickly broken (Ecclesiastes 4:9-12 NIV).

Thus, if you are strong in operations, processes, thinking, etc. but lack sales or people's skills, then you should strategically bring someone on your team who possesses the skillsets you lack.

Lack of Soft Skills

You have no soft skills. You may be smart and know what to do to be successful, but you don't have the necessary soft skills to get the other things you need to become successful. For example, you may need good people skills, communications skills,

negotiation skills, class, leadership, interpersonal skills, problem solving skills, team oriented, hard work ethic, solution oriented, positive attitude, and self- confident.

Too Little Accountability

You set goals but have no one to push you or pull your card. Thus, you may digress back towards your normal B, C, or D Player self. An accountability partner would be a great resource to bounce ideas off instead of doing what you think is right and indirectly think you know it all. You should always have a peer group for the purpose of using them as a sounding board.

If you make friends with stupid people, you will be ruined. Become wise by walking with the wise; hang out with fools and watch your life fall to pieces (Prov. 13:20).

Associations with Unsuccessful People

You currently associate with those who aren't successful - Birds of a feather flock together. If the company you keep aren't successful A Players with positive mindsets, then why would you think you'll be any different? You convince yourself that being that you are an introvert, you don't need others. However, others may have the resources, connections, value, or wisdom you need to succeed. Case in point, I didn't have a tight control on one of my expenses of my real estate business. Frustrated, I reached out to a gentleman I met at a real estate investment group who had a larger portfolio than I did. After taking him out to dinner to pick his brain, he laughed at how simple my dilemma was. He quickly provided me with one piece of advice which made me profitable in my real estate investment business.

Do not associate with a man given to anger; or go with a hot-tempered man, or you will learn his ways and find a snare for yourself (Prov. 22:24-25).

You learn the ways of people you associate with; whether good or bad. Thus, it'll be advantageous for you to be selective who you associate with on the regular; only associate with people who are successful, so you can learn their ways and be successful.

Lack of Burning Desire

No burning desire - At the first sign of difficulty or defeat, you quit. According to Proverbs 24:10, “If you falter in the time of trouble, your strength is small.” Keep in mind, my friend, setbacks happen to us all. However, a few people perceive those short-term losses as lessons and try at it again with the necessary changes. Unfortunately, A few perceive losses as a signal to quit.



Quitters never win, and winners never quit.

-Napoleon Hill (*Think & Grow Rich*)



A burning desire is what fuels A Players to keep going despite their troubles, trials and tribulations. If you really think about it, if success was that easy, everyone would be highly successful in their line of work, right? You slack off on your work. Slack can be defined as a loose hand; however, you want to have a tight grip on your work. You should hold (tenacity) on until you become successful.

Friends don't slack off doing your duty (2 Thess. 3:18, Message).

Let's look at this story from the bible and how it relates to tenacity.

22 That night Jacob got up and took his two wives, his two female servants and his eleven sons and crossed the ford of the Jabbok. 23 After he had sent them across the stream, he sent over all his possessions. 24 So Jacob was left alone, and a man wrestled with him till daybreak. 25 When the man saw that he could not overpower him, he touched the socket of Jacob's hip so that his hip was wrenched as he wrestled with the man. 26 Then the man said, "Let me go, for it is daybreak."

But Jacob replied, "I will not let you go unless you bless me."

27 The man asked him, "What is your name?"

"Jacob," he answered.

28 Then the man said, "Your name will no longer be Jacob, but Israel,[a] because you have struggled with God and with humans and have overcome."

29 Jacob said, "Please tell me your name."

But he replied, "Why do you ask my name?" Then he blessed him there. (Gen. 32:22-29)

Occasionally, you may struggle, and you may feel like quitting. You'll overcome if you don't let go.

Lack of Focus on Health

You don't focus on health. Where there's health, there's wealth. This may sound cliché but it's true. It was difficult for me to become successful in business on a bad diet and sedentary lifestyle. Why? I didn't have the energy or mental fortitude to work long hours. Plus, with a bad diet, my thoughts were cloudy, and it was difficult for me to be fully concentrated. Plus, having an unattractive body made me less confident, and I needed to have every edge possible to make me a more confident decision maker. Thus, I recommend you spend time daily having a clean diet and exercise. If you'd like to learn more about this, visit my other book, "The A Player Body". Read Daniel 1 to see how a change in Daniel's diet made him so much of an A Player that he was considered better than his competition by the king.

5 And the king appointed them a daily provision of the king's meat, and of the wine which he drank: so, nourishing them three years, that at the end thereof they might stand before the king.

6 Now among these were of the children of Judah, Daniel, Hananiah, Mishael, and Azariah:

7 Unto whom the prince of the eunuchs gave names: for he gave unto Daniel the name of Beltshazzar; and to Hananiah, of Shadrach; and to Mishael, of Meshach; and to Azariah, of Abednego. 8 But Daniel purposed in his heart that he would not defile himself with the portion of the king's meat, nor with the wine which he drank: therefore, he requested of the prince of the eunuchs that he might not defile himself. 9 Now God had brought Daniel into favor and tender love with the prince of the eunuchs.

10 And the prince of the eunuchs said unto Daniel, "I fear my lord the king, who hath appointed your meat and your drink: for why should he see your faces worse

liking than the children which are of your sort? Then shall ye make me endanger my head to the king.”

11 Then said Daniel to Melzar, whom the prince of the eunuchs had set over Daniel, Hananiah, Mishael, and Azariah, 12 “Prove thy servants, I beseech thee, ten days; and let them give us pulse to eat, and water to drink. 13 Then let our countenances be looked upon before thee, and the countenance of the children that eat of the portion of the king's meat: and as thou seest, deal with thy servants.”

14 So he consented to them in this matter and proved them ten days. 15 And at the end of ten days their countenances appeared fairer and fatter in flesh than all the children which did eat the portion of the king's meat. 16 Thus Melzar took away the portion of their meat, and the wine that they should drink; and gave them pulse. 17 As for these four children, God gave them knowledge and skill in all learning and wisdom: and Daniel had understanding in all visions and dreams.

18 Now at the end of the days that the king had said he should bring them in, then the prince of the eunuchs brought them in before Nebuchadnezzar. 19 And the king communed with them; and among them all was found none like Daniel, Hananiah, Mishael, and Azariah: Therefore, stood they before the king. 20 And in all matters of wisdom and understanding, that the king enquired of them, he found them ten times better than all the magicians and astrologers that were in all his realm. 21 And Daniel continued even unto the first year of king Cyrus. (Daniel 1:5-21)

Lack of Passion

You lack passion. You're trying to be successful in a field in which you have no strong feelings for. You may think there's money in that line of work, but you have no heart in it; thus, your level of work would be mediocre at best. It's impossible to be extremely successful at something you loathe.

So, I saw that there is nothing better for a person than to enjoy their work, because that is their lot. For who can bring them to see what will happen after them? (Eccl 3:22).

Failure to Help Others Become Successful

You don't help others become successful. You complain that no one is around to help or support you towards becoming successful; however, when's the last time you helped someone become successful in the same way you're seeking help from others? You must give first in order to receive. Thus, if you want success, then make it your aim to help someone else. Trust me, God will return the favor.

Give and it'll be given unto you - good measure, pressed down, and shaken together will men give to your bosom. The same measure you meet, the same will be measured back unto you (Luke 6:36).

A generous person will prosper; whoever refreshes others will be refreshed (Proverbs 11:25).

If you're being generous by helping others get what they want via your guidance, insight, and other forms of help, you'll receive the same treatment. Keep in mind, if you try to make others fail, it'll come back to you as well. Thus, make it your mission to give and to refresh others.

Lack of Team Talent

You may not have the right team or talent on your team. You're trying to force the fit with the wrong people who may not be skilled or successful enough to make your business a success. You should always evaluate your people to see if they are on the right bus and in the right seat. If they are on the right bus but on the wrong seat, then move them to the right position. However, if they are on the right seat (right job position) but on the wrong bus (they don't fit the culture or identify with your core values), then you need to get them off your bus (they shouldn't be a part of your company). Additionally, you should continuously train and develop your team, so they can continuously grow. If you focus on making your team a success, then your business will follow suit. Also, as

the owner of your business and your own success, you must do a terrific job in selling your team on the vision. As the owner, you are a salesperson. You must be passionate and light that fire within your team to live and breathe that vision. You must remove the wrong talent from your team immediately and replace that person who's competent with character (pure heart).

Remove the mocker and conflict disappears; judgment and shame also stop. Those who have a pure heart use gracious speech, and the king is their friend. (Proverbs 22:10-11).

Oppressive Leadership

You're an oppressive leader. You must take care of your people (employees and customers). If you try to be successful by being profit-focused but neglecting taking care of your people, your people will soon lose you. Don't sacrifice quality for the sake of profit. Don't oppress your people. If you do, there will soon be no fruits of your labor to enjoy. Reinvest a portion of your profits/proceeds/earnings to your people.

A ruler who oppresses the poor is like a driving rain that leaves no crops (Proverbs 28:3).

Lack of Alignment

There's a lack of alignment. You say you want success, but are your actions aligned with your goals? Are you taking strides towards becoming successful daily? If you want to be a success, then you shouldn't spend your spare time doing things that won't make you a success such as watching TV. Align your actions with your goals and you'll become a success soon.

But let [a] your 'Yes' be 'Yes,' and your 'No,' 'No.' For whatever is more than these is from the evil one (Matt 5:37).

You can't think "Yes" in your thoughts but act "no" in your actions. Your thoughts, words, and actions must be congruent.

Lack of Alignment Within the Team

If your team isn't aligned or focused, it is often a result of a bad culture. There needs to be alignment for a healthy team, and you need a healthy team in order to become a success. Thus, if you have a two-headed monster, your risk of failure will increase. Your team needs to be in harmony and in alignment to guarantee your chances of success.

If a house is divided against itself, that house cannot stand (Mark 3:25).

Multi-Tasking

You multitask. Multi-task was a term created for computers, however, even when computers multi-task they run slow. Be singular focused and don't try to do all things at once. Multi-tasking proves there's a lack of concentration. If you have one goal in which you're pressing towards, you'll focus on one thing at a time. This is not to say you cannot be multi-faceted, for King David was a harpist, a psalmist, a king, a warrior, a dancer, a shepherd, and more. You can be multi-faceted if you focus on one thing at a time.

I press on toward the goal to win the prize for which God has called me heavenward in Christ Jesus (Phil. 3:14).

Distraction

You may be easily distracted. You receive a ping on your smartphone and immediately stop what you're doing to see what's the noise is about. You should time-block and focus your tasks without breaking concentration. Don't allow things that are not such as phone calls, messages, etc. to get you off your beaten path.

And the cares of this world, and the deceitfulness of riches, and the lusts of other things entering in, choke the word, and it becometh unfruitful (Mark 4:19).

Multiple Mistakes

You don't audit your or your teams work and keep making multiple mistakes. People pay for quality. If your work or your team's work constantly has holes, blemishes, and problems, then consumers may leave your business/product for another one without it. Thus, it's important that you perform quality control and have a quality assurance

program to prevent poor performance. In my online business, I outsourced tech work to a company in India. After repeated correction, they didn't take heed to my concerns of auditing their own team's work. Because they didn't audit their work prior to submitting it, I had to audit it. I'm not in the business for paying others to do work I end up doing. As of today, we no longer have a working relationship. Even the Bible was audited for precision. Jesus also audited and observed people's giving

They did not audit the treasurers who disbursed the funds to the foremen, for they were honest (2 Kings 12:15).

Inability to Neglect Bad Feelings

You must neglect your bad feelings. Like getting in shape physically, you may not "feel" like working out. This feeling may be justified being that you did a hard workout yesterday and you would like to recover. However, being inactive towards success based upon your feelings indicates that you are not diligent and do not possess discipline. Discipline is doing what you know you need to do despite how you feel. After a while, your discipline will turn into delight. Diligence is working smart and hard until you obtain the desired result. Like working out, you don't work out with all your might seven days a week without rest and recovery, for you may get injured. It's wise for you to schedule days to rest your body. Likewise, you should schedule days to rest from your work (I recommend rest one day a week max) and stick to this schedule. Personally, I work six to seven days a week and work long hours, for I have a burning desire to be great.

Poverty humbles a man, but a diligent hand makes rich (Proverbs 10:4).



KEY PRINCIPLES

- **A-Players are different.** A-Players think differently than B, C, and D-Players.
- **Focus on Godly principles.** A focus on Godly principles can help you transition your thinking to A-Player status. They provide much wisdom and guidance.
- **Honestly assess your mistakes.** The only way to make changes is to admit

where you have fallen short and plan to do things differently.

Chapter 4:

Exposing Other Mindsets II

Lack of Proper Prioritizing

Many find it difficult to prioritize properly for success. Don't invest your time on tasks that may be important but not urgent. The Eisenhower Matrix below can help you determine which tasks are most urgent and which can wait.



(Be sure to get copyright permission to use this infograph - <https://images.app.goo.gl/kvHH6Nfw4SrVqDQ66>)

Focus your time those items in Quadrant 1, which require putting out fires, or quadrant 3 which is answering phone calls since those are also urgent. Quadrant 4, which includes checking social media for pleasure should not consume your time. Quadrant 2 focuses on important and not urgent things. This is where your development and success lie. Quadrant 2 covers important matters such as reading, writing, creating an operational plan, exercise, writing down your vision, networking, planning, scheduling, working on

your business instead of just working in it, attending worship service, taking a class that'll aid your human capital, etc. Again, all these activities are important, but they are not urgent. Thus, you need to keep putting them on the back since no one is making you do it. Keep in mind, if you don't respect your time, then no one else will. You shouldn't allow someone to make their unplanned activities become your emergency. If you focused on Quadrant 2 planning, you will have fewer Quadrant 1 activities. Proper planning minimizes urgencies and emergencies. If you focus on quadrant 2, you would schedule time to visit urgent but unimportant matters (return phone calls, check text messages) and you would schedule time to relax and do the unimportant and unurgent things.

You should set your mind on things above (important things - things that take a higher priority), not on things that are on the earth (quadrant 3 and 4 things which are not important) (Col 3:2).

Lack of Personal Development

You don't invest in personal development, soft skills, career/biz development. You cannot focus solely on your craft to expect success. Likewise, you cannot focus only on your personal development to become successful. You must work on all these areas. For example, if you're a business owner, you must not only learn how to be a business owner, but you need to learn multiple aspects of the business such as sales, marketing, customer service, how to be a CEO, etc. Not only that, you need to learn soft skills such as negotiations, leadership, management, self-control, self-discipline, temperance, joy, peace, etc. Not only that, you must learn about your industry, the market, tools of the trade, etc. to be successful. You must be a student of learning and invest in specific training to make yourself better

Do you see a man skilled in his work? He will serve before kings and not mere men (Prov 22:29).

Lack of Documented or Specific Vision

You dream of a grand lifestyle but never documented the blueprint to get there. Oftentimes, people confuse a vision with a fantasy. A fantasy is a dream without a goal. However, a vision is a dream with a plan. Thus, if you dream to be successful, but you

create no definite plans towards obtaining them, then that dream will remain a fantasy. You must document the vision, make it plain and specific - post it on your walls like I do so I can have a constant reminder, and then reverse engineer how you'll get there regarding your calendar - your activities. For example, you cannot expect to make \$100k a month in sales if you're selling a \$100 product and only making one call a day to a client with a 20% conversion rate. By reverse engineering your goals, you may be able to reach your goals by increasing your activities: In the earlier example, you can increase the price of the product you're selling (assuming this is in your control), the volume of calls you're making (or hire someone else to make the calls so you don't have to assuming you can afford to outsource this), or increase your conversion rate by targeting a better qualified client or by improving your sales skills. Your most dominant thought will always become a reality; thus, if your vision is your most dominant thought, it'll soon become a reality.

And the Lord answered me, and said, Write the vision, and make it plain upon tables, that he may run that readeth it. For the vision is yet for an appointed time, but at the end it shall speak, and not lie: though it tarry, wait for it; because it will surely come, it will not tarry. (Hab. 2:2-3)

Being Fine with Losing

You consider failure as a viable option and can care less about the consequences of your actions. Typically, people with a loser mindset lose. People with a winner mindset (A Player mindset) win. Of course, winners lose at times; however, they win overall via their mindset. Winners consider all possibilities to be victorious. Don't be fine with losing overall as a strategy; have faith that you'll win.

*According to your faith let it be **done to you** (Matt 9:29).*

Thinking Too Small

People who think small not only have lowly set goals, they think small by only thinking of themselves and not others. Some do not think about the bigger picture; thus, you think about you, not your customers, not your employees, not your investors or shareholders. Being that you only think small, you may not focus on creating teams and systems for your team. By thinking only of yourself and not the bigger picture, your competitor who has a bigger picture in mind will beat you since he/she has a higher

vision. If you create processes and teams with scaling in mind, then you'll grow into that scale.

Focus on Getting Bigger Instead of Better

You focus more on getting bigger instead of getting better. Better is better than bigger. Perfect what you have before you scale; otherwise, you'll be wasting resources. There's no point on trying to grow your business if your teams and systems aren't sharp. Otherwise, it'll be analogous to try your hardest to chop down a tree, but your ax is dull. Sharpen your ax, then get to work to be profitable with your scale strategy.

If the iron be blunt, and he do not whet the edge, then must he put to more strength: but wisdom is profitable to direct (Eccl 10:10).

Divided Attention

You're trying to do so many new things at once, dividing your attention between multiple interests. You want to start a gas station business, a record company, a mortgage company, and a hotdog stand all at the same time. Focus on one new business at a time to the point you can put someone in charge to lead it before you jump on the next venture. There's no judgement here, I used to be that entrepreneur who was looking to start many new businesses at once. However, being that I was playing dual roles in focusing on acquisitions and management, the time I spent acquiring or starting new business meant I wasn't spending time managing the businesses I currently have. If you are entertaining many business/ventures now but not making a concerted effort to be great at them, then you're wasting your time. If you cannot be great at something, then don't waste your time doing it for being "good" at something rather than "great" won't make you successful. Keep in mind, I fell victim to many of these shortfalls. I wanted to be a serial entrepreneur but pursuing business that don't relate (real estate, online business, barbershop, car detailing business, donut shop, etc.) meant a longer learning curve. Thus, I realized that I must get my current businesses on autopilot and get a manager to manage the business effectively before I move on towards acquiring or starting a new business. Focus on making sure your current businesses are prepared well before you build your serial entrepreneur empire.

Prepare thy work without and make it fit for thyself in the field; and afterwards build thine house (Proverbs 24:27).

Jack of All Trades

This point is similar to the previous point with a different twist: you don't have a singular focus and fall victim to the "shiny object syndrome". You focus on being the "jack of all trades" and not the master of any.



A dog that chases many foxes catches none.
-Old African Proverb



There's nothing wrong with being a serial entrepreneur. I, too, have multiple businesses. When I created multiple businesses that related to each other and added to my overall vision, such as real estate investing, property management, and a service company helping people obtain real estate (100PercentFinanced.com), I ended up becoming more successful. A part of me still wants to own coffee shops, barbershops, and flip real estate; however, I'll have to go through trial and error, and they don't relate to my number one overall vision of being the #1 full-service multifamily company in the nation. There's a path to least resistance if I only focus on creating businesses that feed each other or relate to each other as in the multiple members are a part of one body to make it function properly. To piggyback off my previous point, I would wait until one business was running on autopilot prior to starting another one.

For the body does not consist of one member but of many. If the foot should say, "Because I am not a hand, I do not belong to the body," that would not make it any less a part of the body. And if the ear should say, "Because I am not an eye, I do not belong to the body," that would not make it any less a part of the body. If the whole body were an eye, where would be the sense of hearing? If the whole body were an ear, where would be the sense of smell? But as it is, God arranged the members in the body, each one of them, as he chose. ..." (1 Cor. 12: 14-27).

Focus on Your Main Priority

Only pursue opportunities that relate to your overall goals. You must follow through on your commitments as well as on the things you start. Some people start one business and before it gets off the ground, they start another and then another. Don't get me wrong, it's great to be a serial entrepreneur, but focus on one business at a time until that business is off the ground. Then, you can move on to the next thing. Also, don't quit because it's hard. Keep going until you figure it out.

A lazy man buries his hand into the dish but is too lazy to bring it back to his mouth (Proverbs 19:24).

Lazy hands make a man poor but diligent hands bring wealth (Prov. 10:4)

When I got started in real estate, there were many strategies (wholesaling, flipping, buy and hold residential, buy and hold multifamily) and markets to entertain. As soon as I decided to focus on one strategy (buy and hold multifamily) and one market (areas in Pittsburgh, PA), I began to concentrate my efforts and cultivate a team and specialized knowledge (discussed more in later chapters) on that one thing.

Go to a certain brook, and there will I sustain thee (1 Kings 17:4).

Imagine having three seeds and one cup of water. You can choose to either spread the water evenly across all three seeds planted in the earth or you can choose to pour that whole glass of water onto one of the seeds in which you've decided to have singular focus. If you chose the latter, you're giving yourself a higher chance to make one of those seeds more successful. You may think contrary and think it's best to exercise diversification, but pour all of your resources (time, energy, money, etc.) onto one thing, protect it to make sure no one stomps on your success, and watch it grow beautifully.



Put all of your eggs in one basket and protect it to make sure no one kicks it over.

-Warren Buffet



Reacting Negatively to the Unexpected

When negative things happen to you (unexpected bills, bad reviews on your business, etc.), you react negative. You should use negative situations as a signal to show love, bless those who curse you, turn the other cheek, and do good to those who do evil to you. Use negative situations and people as an opportunity to grow in love and use it as a signal to start visualizing and affirming the desires you want.

Bless those who curse you” and pray for those who mistreat you (Luke 6:28).

Squandering Your Spare Time

You fail to utilize your spare time. Flat out, it’s your prerogative on what you do with your spare time. You may work long and hard at your day job but desire to start a business in your spare time. However, by the time you get off your 9 to 5, you squander the time that’s supposed to make you rich by engaging in leisure-like activities. If you’re not successful, then engaging in leisure-like activities is a luxury you cannot afford. Leisure-like activities include watching TV, hanging out with friends, sleeping more than 8 hours, reading fiction, checking social media, etc. The time you spend on these activities (no or low wage activities) should be spent on activities that’ll push the needle forward in your business (reading a nonfiction book, studying, watching a seminar or sermon, listening to a podcast, networking with a business associate, etc.). Sure, you can play, but play for a few hours (5 hours) once a week at a proper time, assuming you haven’t reached the financial pinnacles you aim to meet. Use your spare time from your day job for work and not for play.

Blessed is the land whose king is of noble birth and whose princes eat at a proper time-- for strength and not for drunkenness (Eccl 10:17).

Failure to Make Temporary Sacrifices

Keep in mind, you must make some temporary sacrifices. Sacrificing TV, hanging out, or even resting will be well worth it once you've achieved the success you wanted. However, if you enjoy your work, then your work will feel like play.

There is nothing better for people than to eat and drink, and to find enjoyment in their work. I also perceived that this ability to find enjoyment comes from God (Eccl 2:24).

It is the glory of God to conceal a matter but the glory of kings to discover a matter (Proverbs 25:2).

“Kings” are promoted to a high level of responsibility. They are at the top of the industry and are second to none. Kings, or those who are at the top, typically have a lot of financial success. If you figure out the problems in your business or find the answers to the secrets of success, you'll be at the top of your game. All the answers to your problems are here on earth, but it's up to you to search the matter out. God conceals the answers to your success; again, the answers to your success are out there - you have to figure it out and once you do, it'll be to your glory; people will be in awe of your success and perceive you as the king or queen of your industry. However, being that you don't discover or research a matter out, you are seldomly promoted or rise to another level of success where people are in awe of your work. Typically, when you encounter a problem, you just do what you think is right without doing thorough research to discover the right answer. Remember, kings thoroughly search a matter out by obtaining research. You should do the same.

More Talk Then Walk

You are a big talker but not a big walker. You must act. If you talk a big game about all the business ideas you have or all of the businesses, you're going to start but don't take any action, then you'll come to poverty.

All hard work leads to profit but mere talk (no action) leads to poverty (Proverbs 14:23).

Now, you may convince yourself, “Well, I can't start taking action on my ideas because I don't have the money yet, or the right partner, I have to wait until next quarter

when I receive my refund check, I have to finish this 18 month course, I have to wait for the market to improve, I need to wait for interest rates to go down, etc. You'll never reap the rewards if you don't act now. Act just how you are. Keep in mind, when you're faced with limitations, then it's an opportunity for you to be creative and resourceful. Resourceful people always make the best out of their resources, no matter how limited they are.

Whoever watches the wind will not plant; whoever looks at the clouds will not reap (Eccl 11:4).

Another reason why you may be a big talker but not a big walker could be that you're full of excuses. You may say you cannot act because of your skin color, age, gender, no support system, a lack of funds, lack of education, etc. However, only lazy people use excuses, for if there is a will then there's a way.

A lazy man says there's a lion in the street (Proverbs 26:13)

He is filled with excuses to justify his/her lack of action. You may read a ton of books on success but never apply what the author says (lack of action). You think you know it all with your unsuccessful self. If you realize that the author, who is successful, outlines a step by step plan to help you become successful being that you're unsuccessful currently, then who are you to say, "I'm not going to do that" and start skipping steps? If the author advises you to read, recite, imagine, visualize something night and day, network, etc., then you should act and do it. Reading books and talking a big game makes your head smart but according to James 2:26, "faith without works is dead". Exercise your faith and take massive action! You can only expect to receive results if you act.

Lack of Intentionality

Unfortunately, you're not intentional or consistent when it comes to feeding your mind with success-related material. You must listen, read, watch, hear, and speak things that relate to success while selectively ignoring those things that do not. If you spend the majority of your time with people, entertainment, or anything else in your life that's not contributing to your success, then you cannot expect to be successful.

*This book of the law shall not depart out of thy mouth; but thou shalt **meditate** therein day and night, that thou mayest observe to do according to all that is*

written therein: for then thou shalt make thy way prosperous, and then thou shalt have good success (Joshua 1:8, KJV).

Now, I'm not saying that this book is law, but whatever you meditate on day and night (you see, the Bible states that you should mediate twice a day - upon rising and upon falling asleep) and observe to do all that is written therein (without skipping steps), shall make your way prosperous and you'll have good success.

Fear of Pain

Most people fear failure and loss, so they avoid it by not trying at all. However, not everything you need to be successful isn't in a book - even in this book. Thus, you must be willing to try if you have a burning desire to become successful. In the book of Job 1:5, Job gave sacrifices daily for he feared his children kept on sinning. He was later quoted of stating the following after he lost everything he had, for in Job 3:25, "My greatest fear has come upon me". If you incorporate feelings of fear on the things you don't want (pain, failure, loss, ridicule, etc.), then you will obtain those things at the expense of success. It doesn't make sense to be pessimistic and think about how things may go wrong. You never know what tomorrow may bring, so if you're going to meditate about a possibility in the future, wouldn't you rather meditate on a positive outcome? The Bible admonished us several times in the scripture to "Fear not", for a consciousness of fear cannot be in the same mind of a consciousness of success (Isaiah 35:4). One of them must go.

Therefore, do not worry about tomorrow, for tomorrow will worry about itself. Each day has enough trouble of its own (Matthew 6:34).

Failure to Read for Success

You don't read books that relate to success. You don't read any books to increase your knowledge of your craft, industry, market, etc.

My people perish for lack of knowledge (Hosea 4:6).

If you don't read books or acquire knowledge through other means, you lack knowledge when it comes to success or your craft. Thus, you may perish (you may go out of business) for you have someone called a competitor who's focused intently on acquiring

knowledge he/she can apply. Secondly, neglecting to read books will never provide you with a success consciousness. There's an old adage, "If you learn more, then you'll earn more". You must have a success consciousness prior to becoming successful. Acquire the knowledge my friend.

Lack of Skills

You're not the best at what you do, and you don't know how to be the best.

Do you see a man skilled in his work? He'll stand before kings and not before mere men (Prov. 22:29).

Extremely successful people are extremely skilled in their work. Therefore, if you lack skills, you must become skilled. How does one become skilled? Well, you must seek counsel, learn more, and practice a ton. If you practice night and day on your craft, you will increase your chances in becoming successful among those in your field. You can read all of the self-help books you want and be uber spiritual but if you don't focus on becoming better day by day in every way when it comes to your craft, then you can kiss success goodbye.

Unwillingness to Take Responsibility for Personal Growth

Do you believe someone else is responsible for your own personal development? No one is responsible for your development but you - not your boss, not your husband, not your board, just you. You cannot wait for someone else to tell you what to read to improve in your career or what seminar you should take to improve your marriage, you will have to seek it out. Don't expect someone to spoon feed you the development or other resources you need.

You must be intentional and scientific about your development; you have to seek it out, knock on many doors to see which opportunities will open up, and not get upset for not having the proper guidance or support. As the old adage says, "When the student is ready, the teacher will appear". Now, if you cannot find a teacher, then you must get out of the house, stretch your neck out, and look for one. Continue to improve multiple areas of your life on a daily basis so you can get the success you want.

And so I tell you, keep on asking, and you will receive what you ask for. Keep on seeking, and you will find. Keep on knocking, and the door will be opened (Luke 11:9).

Poor Self-Esteem or Over-Confidence

You may be extremely humble or think lowly of yourself (to the point of having low self-esteem) and never see yourself as great or the best. You may have no self-confidence.

And there we saw the giants, the sons of Anak, which come of the giants: and we were in our own sight as grasshoppers, and so we were in their sight (Num. 13:33)

If you view your competition in high regard (greater than you) but yourself in low regard, then you will always come in second place. Don't get me wrong, it's good to be humble, but not to the point you carry yourself as a doormat in which everyone walks over. A-Players think they are the best even if the facts don't dictate that being the case.

On the other hand, you may be over-confident and pretentious to the point you want everyone to know how great you are. Be humbly confident and believe you're the best - you don't have to shout this from the rooftops.

Let another man praise thee, and not thine own mouth; a stranger, and not thine own lips (Prov. 27:2)

No Reinvestment of Earnings

As you start to obtain revenue, you should focus on expanding or growing your team and systems. You must be focused on putting the right people in place. Don't get revenue and use those funds to splurge on looking rich. Make sure your priorities are in order by implementing the right systems and hiring the right team, even at the cost of you

looking like an average Joe. When you get money, if you don't focus on pouring some of it back into your business, you're too caught up into the hype.

Better to be a nobody and yet have a servant (employee) than to pretend to be somebody and have no food (Prov. 12:9).

Some of your earnings should go into reserves. Having reserves will help you recover faster from temporary defeat, so you can get back on the road to success. Not only are reserves can help soften the blow from temporary setbacks, having reserves can also be useful for other opportunities. If you're in business and one of your competitors decides to sell you a portion of her storefronts at an extreme discount, you may be able to pursue that opportunity if you had adequate reserves. However, if you spend all that you receive, you're leaving your success open to the unexpected and/or missed opportunities.

Wise men have stores of grain and gold, but a fool consumes all he has (Prov. 21:20).

Lack of Engagement

Perhaps you are not engaged. Your mind wanders and you can't seem to concentrate or focus at the task at hand. This may be an issue due to your diet and lack of exercise. If you'd like to counteract this issue, then read the "A Player Diet" written by yours truly. As we stated earlier in Daniel 1, when Daniel improved his diet, his mind became sharper than ever.

Greed

Are you greedy or stingy? You aren't willing to share or be generous with your internal or external team. Don't get me wrong, I'm not advising you to always put everyone before yourself; however, you don't want to hoard everything to yourself. Selfishness seldom brings success. Many have the misconception that wealthy people are greedy; however, according to spiritual law, they must be generous. Be sure to check out one of my favorite scriptures in Luke 6:36.

One man gives freely yet gains even more; another withholds unduly but comes to poverty (Prov. 11:24).

A generous man will prosper; he who refreshes others will himself be refreshed (Prov. 11:25).

Failure to Learn from Mistakes

Do you learn from your mistakes? Mistakes are great learning opportunities. Albert Einstein (most people think of this guy as smart) stated: “A person who never made a mistake never tried anything new.” Keep trying new things that relate to your craft and make mistakes but keep learning. However, your aim should be to “Make mistakes once and learn from them”; this is one of the financial freedom principles outlined in the appendix of this book. It’s okay to make mistakes once, but after you make a mistake, always think of a solution to prevent the same mistake from happening in the future. Now, if you cannot come up with a solution, then seek counsel.

The man that with a stiff neck despiseth him that reproveth him, shall suddenly be destroyed: and health shall not follow him (Prov. 29:1).

Very Little Consistency

Little or no consistency is frequently found with B, C, and D-Players. Don’t get me wrong, you may stop performing a task simply because you had the wisdom to see that it’s not working. Too often, however, lack of consistency can be a result of laziness.

The lazy man buries his hand into the bowl but doesn’t bring it back to his mouth (Prov. 19:24).

In other words, you start things but don’t finish them, often a result of laziness. The reason why you are lazy can be a result of little to no self-discipline and self control. According to Galatians 5:22-23, “...Self control is a fruit of the spirit.” Keep in mind, A-Players are leaders and are at the top of their game. As Napoleon Hill stated, “If you cannot control yourself, then you cannot control others”. No leader or A-Player is a leader of men without being self-disciplined and self controlled. Thus, be disciplined and self-controlled, so you can be consistent. Consistency is the key to breakthrough.

Not Allowing Time for Success

You try one thing and then the next, but you never allow enough time for anything to be successful. Start one thing and get it on autopilot. See it through and do the hard part of working through the details and mistakes so you can gain the learning. Then go on to the next thing, applying what you have learned.

No Priority Set on Personal Development

I remember when I first got started investing in real estate while I was working my day job, I didn't have time management skills: I would double-book appointments, forget to call people back, and turn in reports late. I thought, "Well, that's just me - not everyone can be perfect". I tolerated a flaw in my character. Then I realized, "This flaw is holding me back, for it's costing me business!". I stretched my neck out to find courses that taught time management. You may be that individual who is highly talented at their craft; however, your mind or lack of personal development is what holds you back. You must set time aside to work on your mindset as well as on your skillset. This boils down to becoming an A-Player. You can be highly skilled but lack certain character traits that'll aid you in becoming successful such as honesty, punctuality, etc. As Shakespeare said, "To thy own self be true". Thus, you should be aware of your weaknesses and do something constructive about it.

Jealousy

You can't hate on other's successes and expect to get success yourself. Thus, you must bless others in order for you and your business to be blessed.

*The one who blesses others is abundantly **blessed**; those who help others are helped. Curses on those who drive a hard bargain! (Prov. 11:25-31)*

Negative Vices

No brakes: This is lasciviousness. It's difficult to become successful in your career if you have vices that control you. These vices can be drugs, alcohol, sex, gluttony, debauchery, etc. Take a look through history and you can recall several individuals with much success, but their success gets tainted by not applying the brakes in certain areas. Applying no brakes can ruin your success in a heartbeat.

As dead flies give perfume a bad smell, so a little folly outweighs wisdom and honor (Eccl. 10:1).

Pessimistic Mindset

Pessimists count on the worst that could happen. They see the glass half full. For example, you may say that nothing you try will work. You say you can't start your business since you don't have the money. Then, you say you don't have the money because no one is hiring. You find wind that a temp job is hiring but you don't want to work there because you don't want to miss out on the opportunity of getting started on your business. Thus, you sit at home waiting for business opportunity without any money. You contemplate all of the ways of how something cannot work but can't ever think of one way to make it work. You're full of excuses and prefer to be a victim of your circumstances and the victor. This person doesn't understand that we live in a world with endless possibilities; sure, a lack of success is one possibility, but you don't have to accept that possibility. Thus you use excuses to justify your pessimistic mindset. Pessimists don't try anything new or don't take calculated risks; they live sheltered lifestyles rather than an abundant lifestyle.

A sluggard says, "There's a lion in the road, a fierce lion roaming the streets!" (Prov. 26:13).

Burnout

You over study and don't rest at least once a week. If your body is burned out and tired, then you wouldn't want to put in the work necessary to be successful. You must take out a small amount of time for rest and relaxation. Don't get me wrong, I literally work everyday; however, some days, such as Sundays, are lighter than others. When I find myself working 8+ hour days seven days a week, I tend to be meaner and very short with people. You must take time to rest and relax for restorative purposes.

Too much study wears the body (Eccl. 12:12).

Inability to Say No

You have a hard time saying no to opportunities that don't line up with your purpose. Focus on what matters that line up with your overall vision to be successful. I'm a serial entrepreneur and every time I see a need, I see another opportunity in the marketplace. I realize that I cannot take on every opportunity, but I'll have to have the right person in charge to convert this potential opportunity into a viable business. As a rule of thumb, stick to businesses that are mutually compatible, for this makes starting this business easier as a result of the shortened learning curve. It's important to form strategic alliances, so you won't be the only person pursuing all of these opportunities.

*Two are better than one, because they have a good return for their labor
(Eccl. 4:9).*

Failure to Act with Urgency

You don't act with a sense of urgency. When an opportunity arrives, you wait and don't take decisive action. No one has become successful by being slack. You'll increase your chances of success if you are prepared before the opportunity arrives and then act without hesitation. You must have a results-oriented mindset to bring things to finality in order to be a success.

*A slack hand causes poverty, but the hand of the diligent makes rich
(Prov. 10:4).*

Failure to Act with Excellence

You don't act with excellence. If you, for lack of a better term, half-ass your work, you will receive the same result in regard to your success. Have a spirit of excellence where your work is concerned. Always strive to make your work 1% better each day and you'll see a compounded effect in the near future.

*Commit your work to the Lord, and your plans will be established
(Prov. 16:3).*

If you are committed to your work as well as commit your work unto the Lord, you will be an established person. Now, if you realize your work cannot be done with excellence, then locate an employee or partner to compensate where you're weak at.

Lack of Focus on What Matters Most

Perhaps you don't focus on what really matters. As a businessperson, I performed many tasks. I would host events, create ebooks for sale, buy real estate, and operate a service-oriented online company. However, I seldom focused on running my company as a CEO or received reports about the state of my other assets to gauge their performance on a consistent basis. Typically, I focused on the fun stuff with my time - doing live events and podcasts while ignoring other important matters. My services, however, were needed most in developing and leading my staff instead of developing and leading our clients. Thankfully, I had people in my circle to provide me with guidance and constructive criticism to help me align my focus on the things that mattered.

Keep in mind, I'm not telling you that you can't be a serial entrepreneur. If you desire to be a serial entrepreneur, then perhaps you shouldn't be the CEO of every company you own but place someone else in charge for each aspect of your business. That way, you can pursue the fun stuff (if that is what matters most) while someone else runs the daily operations and provides you with reports on your other businesses - you have someone else in place focusing on what matters. You always have to be in the know with your business and have proper management in place.

Be thou diligent to know the state of thy flocks and look well to thy herds (Prov. 27:23).

Failure to Get or Receive Constructive Criticism

You don't have successful people in your circle who can provide you with constructive criticism or you receive constructive criticism but are stiff-necked. You may have successful people in your circle, but they may be "yes" men - they just tell you what you want to hear. On the other hand, you may have unsuccessful people in your circle who always try to provide you with advice in which they have no experience - they don't use gestalt. You need a mastermind group of successful people who are capable of telling you what you need to hear and not just what you want to hear. They need to have your best interest at heart even if you don't. A mentor who preaches against the things you're doing wrong in business may save you of the coming wrath, which may be losses.

When God saw what they did and how they turned from their evil ways, he relented and did not bring on them the destruction he had threatened (Jonah 3:10).

Fear of Failure

What I feared has come upon me; what I dreaded has happened to me. I have no peace, no quietness; I have no rest, but only turmoil (Job 3:25-26).

You may have a fear of poverty or failure; thus, you seldom take calculated risks (burying your talent instead of making a return just like the talents and minas parables in the bible). Your greatest fear will always become a reality. You may be indifferent to success via a lack of ambition, you tolerate failure and poverty and consider it an option, you accept whatever result (whether success or failure, riches or poverty) life throws at you without any pushback. If you dread your business closing down (which prevents you from taking calculated risks that you should take), then that fear will happen. Thus, don't incorporate emotions with a negative thought. Instead, incorporate your emotions towards the things you want in life.

Waiting for the Right Time

If you continually wait for the right time and perfect condition to get started, you'll never start. Please recognize that oftentimes now is the right time to get started since we live in an imperfect world. Why wait for all conditions to be perfect in order for you to get started while knowing you live in a imperfect world?

Those who wait for perfect weather will never plant seeds; those who look at every cloud will never harvest crops (Eccl. 11:4).

More Criticism Than Praise

Do you criticize your team more than you praise? If you're a businessman and are too critical to your team, this may tear down on their moral.

*But I say unto you, love your enemies, **bless them that curse you**, do good to **them that hate you**, and pray for **them** which despitefully use you, and persecute (Matt. 5:44).*

Death and life are in the power of the tongue: and they that love it shall eat the fruit thereof (Prov. 18:21).

Therefore, speak life over your team; speak the desired result you want them to do instead of the facts.

Settling for Less

You don't demand prosperity or success. You don't believe it's your birthright and that your name should be made great. You cannot be soft in obtaining success - you must demand it from the world and not settle for less.

No Structured Calendar

You may not have structure in your calendar. A person without structure will always have chaos; you'll double-book appointments and miss appointments, forget activities, etc. which can all have a negative impact on your success. If you have a chaotic structure, especially where your calendar is concerned, then how can you ever expect to be successful? You must be organized and have clean operations as if you were in the military marching in ranks.

Locusts have no king, yet they advance together in ranks (Prov. 30:27)

Immaturity

You continue to act as a kid where your maturity is concerned; you may not act as a professional. Paul states in 1 Cor 13:11, "When I was a child I thought as a child, but when I became a man, I put childish things behind me." The same goes for successful A-Players. When you were immature in your field, you thought a certain way that wasn't conducive to success. However, when you become a man (A-Player similarly), then you

must put those childish things behind you. In other words, stop playing games and get serious where your success is concerned.

Lack of Dedication

No dedication: You don't dedicate time to be successful. You're too busy making other people successful (like your boss at your job) with little to no time or attention to you becoming successful. Successful people spend copious amounts of time on activities that are important but not urgent. These activities include reading, meditating, performing affirmations, networking, etc. However, If you work long hours at your job, spend time with your family, as well as run errands, and hang out, then what time will you have to read books, attend networking events, or even work on your craft (perfect practice) to become more successful? If you don't develop yourself, then how can you expect your business to develop?

Do you see a man skilled at his work? He'll serve before kings and not mere men (Prov. 22:29).

Failure to Tithe

You don't tithe. Now, you may not be a Christian, however, you cannot escape the universal law of giving. If you "refresh others you will be refreshed".

Bring the whole tithe into the storehouse, that there may be food in my house. Test me in this," says the LORD Almighty, "and see if I will not throw open the floodgates of heaven and pour out so much blessing that there will not be room enough to store it." (Mal. 3:8-10)

According to the law of reversibility, if electricity causes heat then heat causes electricity. If you're blessed to be a blessing, you should be a blessing by tithing or giving. Then you, in turn, will be blessed. If you bless a church, person or organization based upon a percentage of your revenue, to be honest, it doesn't matter what they did with your money (just in case you think all the pastor wants is your money). All that matters is that God knows your heart and you gave to be a blessing to others. You may also believe that you cannot afford to tithe. In all honesty, you cannot afford not to. Test

it out and watch the windows of heaven be open to you that a blessing will pour out on your business that you won't have room enough to receive it.

Thinking Your Success is Out of Your Control

And he awoke and rebuked the wind and said to the sea, “**Peace! Be still!**” And the wind ceased, and there was a great calm (Mark 4:39).

Jesus was on a boat sleeping with a violent storm going on. However, he didn't allow the storm to affect how he thought about his success. You may think your own success is out of your control. Instead of being a victor of society, you're a victim of society and believe things happen to you instead of for you. You believe you'll be unsuccessful if the economy is currently in a storm (recession). You fail to realize that you have the power to change circumstances to aid your success. Your circumstances in life and business are a result of your beliefs and not the other way around. All you have to do is speak the desired result over the storms in your life and believe you'll be successful.

Failure to Define Your Success

You “wish” you were successful. However, successful at what? This wish is too vague. You must have specificity where your desires are concerned. What helps is writing the end goal of your desires down on paper so you can have a clear and specified picture of what success looks like.

Lack of Vision or Goals

Write the vision, make it plain, so whoever sees it can run with it (Hab. 2:2).

Your mind needs SMART goals. Goals needs to be specific, measurable, action-oriented, reasonable, and time-bound. Your mind needs your goals to be outlined in this manner in order to work on obtaining them.

Now that we have shed light on all of the filth that people allow to occupy their minds which prevents them from having the A-Player Mind, let's look into how we can rid your mind of this filth via brainwashing.



KEY PRINCIPLES

- **The time is now.** Waiting to claim your success results in no success. The time is now. Seize the moment.
- **Perseverance is a must.** By now you should be able to see that success is only accomplished with perseverance of mind and action.
- **Success doesn't just happen.** A-Players make things happen. B, C, D-Players don't.

Part Two:
The Spiritual Side of Things

Chapter 5:

God Wants You to Be Successful

Understand that God wants you to be successful and live the abundant life. Below are biblical references supporting the truth that God wants you to be successful (Udodiong, 2018).

Jesus came so that you might have life and live it more abundantly {John 10:10 KJV}.

You should not spend time on this earth living poor or mediocre. Why? How can you bless others if you don't have more than enough? This book can help you obtain your blessing so you can be a blessing to others

You are on this earth to be blessed to be a blessing {Gen 12:3 KJV}.

Whatever you think about most of the time expands. If you study and meditate on the Word of God or even other words such as affirmations, then you will make yourself prosperous and successful. The reverse holds true as well: If you are studying negative words (whether it's your own words or negative words you hear in songs or other people in your environment), then you will be prosperous and successful in that negativity.

Study/meditate on the word day and night, you'll make your way prosperous and have good success {Joshua 1:8 KJV}.

Independent of what I want or what God wants for your life, you must want success for your life. You must believe that you are meant for success - this is most important. However, you must understand the relevance of your words.

Beloved, I pray that you prosper and be in good health, even as thou soul prospereth {3 john 1-2 KJV}.

In other words, your success today (effect) is a direct effect on the words you spoke in the beginning/past (cause). The Bible places high value on one's words; thus, you must make sure you choose your words carefully with intent. However, if you use them aimlessly ("I'm broke as a joke"), then they can harm your chances of success as well as those around you. Look at what the Bible says about how words correlate with creation.

For life and death (or success/unsucccess) is in the power of your tongue/words {Proverbs 18:21 KJV}.

Your life today, whether you admit it or not, is a result of your words. Your words crystalized and became a living reality. You may be thinking, "Hold up, but I never spoke bad about myself, especially in regard to success." However, you may have never spoke life over your situation (success) either. As a result, a lack of intentionally speaking positive words over your life results in a lack of positive results in your life. It's similar to the old adage, "If you fail to plan, then you plan to fail" {Benjamin Franklin). The good news is you can change your words for the better now to be successful and rich in the very near future. In order to become successful, your words (spoken, written, read, thought, etc.) need to be successful in order to drown out the unsuccessful lifestyle you currently had. It's similar to having a cup filled with cola. You have to intentionally pour clean water to the point it pushes out all remnants of the cola and is only filled with water. This book will help you drown out all of the negativity in your mind and life and fill your mind and life with success.

In the beginning was the Word and the word became flesh. {John 1:1-14 KJV}

God hovered over the waters and spoke "Let there be light" and then there was light. (Genesis 1:3 KJV)

Let us (Word - according to John 1:14 KJV) make man in our image and likeness and let them have dominion... {Gen 1:26-28 KJV}

This is important: You have to carefully consider and meditate, ponder, etc. (hover) and speak the desired results and also realize God gave you dominion over this earth. Thus, if he delegated his authority to you, then you shouldn't have to beg and plead God for success. For instance, if I delegated one of my employees to open the office for business every morning, then that employee shouldn't contact me to request permission to open up the office. Thus, if God said let man have dominion, then you shouldn't pray or beg God to bless you to dominate in your field. He already gave you dominion! Do as God does, my friend; He meditates on the things he wants to see in His world and then speaks things into existence without a shadow of doubt. I will teach you more on this later.

Last, Jesus was on a boat with his disciples and there was a storm (Mark 4:35-41 KJV). The disciples were freaking out, but Jesus woke up from His nap and said to the storm (Jesus spoke to undesirable circumstances) "Peace, be still". Again, your words have creative power. The problem is you're not using your words (in your mind, spoken words, or written words) to your advantage to make you rich and successful. You must speak to your undesirable circumstances in the positive! If you're not doing this, then you may not be experiencing the level of success you want as a result.

As you can tell by the above scriptural references, God wants you to be successful. He has provided many teaching points in the Bible to explain to you the power of your thoughts, words, and actions. However, if you don't read the Bible, then how would you know and apply these truths so you can be a success? Well, that's what this book is for: to provide you with the cliff notes on what you need to do to obtain the A-Player Mind. Independent of your words, there may be several reasons why you are not successful, but they all are a deviation of your words, thoughts, and actions.



KEY PRINCIPLES

- **God wants you to be successful.** God desires your success so you can be a blessing to others.
- **Watch your words.** There is power in the tongue, so choose your words with intent.
- **Speak with intention.** Speak positively with success in mind rather than negativity.

Chapter 6: A Clean, Lean, Money-Making Machine

What is a clean mind? According to Webster's dictional, a clean mind is a mind of organized thoughts, a structured mind, and a mind void of nasty thoughts. Let's look at what the Bible has to say about wealth, prosperity and success, so you can wash away any negative thoughts you have had in this area.

*I shall remember the Lord thy God for He gives me the power to get wealth.
(Deut. 8:18)*

The blessings of the Lord maketh one rich and adds no sorrow to it. (Prov. 10:22)

And this same God who takes care of me will supply all your needs from his glorious riches, which have been given to us in Christ Jesus. (Philippians 4:19)

And I will make of thee a great nation, and I will bless thee, and make thy name great; and thou shalt be a blessing. (Gen 12:2)

And God will generously provide all you need. Then you will always have everything you need, and plenty left over to share with others. (2 Corinthians 9:8)

But blessed are those who trust in the Lord and have made the Lord their hope and confidence. They are like trees planted along a riverbank, with roots that reach deep into the water. Such trees are not bothered by the heat or worried by long months of drought. Their leaves stay green, and they never stop producing fruit. (Jeremiah 17:7-8)

Bring the whole tithe into the storehouse, that there may be food in my house. Test me in this,” says the LORD Almighty, “and see if I will not throw open the floodgates of heaven and pour out so much blessing that there will not be room enough to store it. (Malachi 3:8-10)

The Lord shall open unto thee his good treasure, the heaven to give the rain unto thy land in his season, and to bless all the work of thine hand: and thou shalt lend unto many nations, and thou shalt not borrow. (Deut. 28:12)

You need to become a money-making machine. You need to think of ways you can make more money daily. If you're not always thinking of ways to increase (gas) but always taking precaution (break) or being complacent, you won't go anywhere; in fact, you'll destroy your chances of becoming more successful. You must be the CEO of your life and business to push your success forward. Don't get me wrong, I'm not advising you to do multiple different things all at once; however, I'm advising you to not be complacent.

The complacency of fools destroys them. (Prov 1:32)

You also need to focus on being lean. If you're not focused on being lean, you won't be optimized. To be lean, you must trim the fat just as you do with a good piece of meat. Trimming the fat may mean getting rid of unproductive and useless thoughts, relationships, timewasters, and other things that unnecessarily occupy your life, cause distraction, or contribute to wasted time. Part of being lean also has to do with eating a healthy diet that provides a continuous flow of energy. Optimization is a common theme in the Bible. God wants us to learn how to optimize what we have been provided for our

continued growth and His glory. There are many parables in the Bible that illustrate the value of optimization:

2 loaves of bread – Matt. 14:13-21

cruse of oil - 2 Kings 4:1-7

servant with the ten talents and doubling it – Matt. 25: 14-30

faithful servant who rules over much - Matt. 25:21

There are also many instances in the Bible in which God wanted man to optimize what was given him no matter how limited the resource was in the beginning. If you're starting out with limited resources, just notice that you have enough resources at your disposal to become successful.

God is a God of abundance and will bless the work of your hands. (Deut. 28:12)



KEY PRINCIPLES

- **Develop a clean mind.** Develop an organized mind with healthy thoughts of wealth, prosperity and success.
- **Become a money-making machine.** Stay focused on ways to increase to avoid complacency.
- **You have enough.** God has provided you with enough resources for your success, but it is up to you to optimize them.

Chapter 7:

The 2 Minds You Didn't Know You Had

You possess two mindsets. The bible clearly states you have two minds. As you read the bible, you'll discover that you have a soul and a heart. We can correlate the soul to the conscience mind and the heart to the subconscious mind.

A double minded man is unstable in all his ways. Expect him to receive nothing from the Lord. (James 1:8-9)

Let's dive deep into these two mindsets starting with the conscious mind. Self-improvement guru, Brian Tracey does a great job explaining the conscious mind on his website, briantracey.com. "Your conscious mind is your objective or thinking mind. It has no memory, and it can only hold one thought at a time. This mind has four essential

functions. First, it *identifies* incoming information. This is information received through any of the six senses: sight, sound, smell, taste, touch, or feeling. Your conscious mind is continually observing and categorizing what is going on around you. To illustrate, imagine that you are walking along the sidewalk and you decide to cross the street. You step off the curb. At that moment, you hear the roar of an automobile engine. You immediately turn and look in the direction of the moving automobile to identify the sound and where it is coming from. This is the first function. The second function of your conscious mind is *comparison*. The information about the car that you have seen and heard goes immediately to your subconscious mind. There, it is compared with all of your previously stored information and experiences with moving automobiles. If the car, for example, is a block away, and moving at thirty miles per hour, your subconscious memory bank will tell you that there is no danger and that you can continue walking. If, on the other hand, the car is moving toward you at sixty miles per hour and is only 100 yards away, you will get a “danger” message that will stimulate further action on your part. The third function of your conscious mind is *analysis*, and analysis always precedes the fourth function, *deciding*. Your conscious mind functions very much like a binary computer, performing two functions: It accepts or rejects data in making choices and decisions. It can deal with only one thought at a time, positive or negative, “yes” or “no.” This is why people who adopt positive thinking lifestyles regularly read inspirational quotes. Our single-track minds can only entertain one idea at a time, so keeping it occupied with uplifting material has the power to block negative thoughts. Positive affirmations are also very useful for keeping our brains occupied with pleasant and empowering thoughts or visualizations. It is continually sorting impressions, deciding which are relevant to you and which are not. So, you are walking across the street, you hear the roar of the moving automobile and you see that it is bearing down on you. Because of your knowledge of the speed of moving vehicles, your analysis tells you that you are in danger and that some decision is required. your first question is, “Do I get out of the way? Yes or no?” (Tracey, B., 2020)

Let’s look at some words that can be associated with the conscious mind. Soul is the male aspect of the mind, the captain that makes the initial thought or decision, the seed (or thought) that can potentially be planted into the field of the subconscious. It is the ability to decide, creates orders, thinker, awareness, starting point of the imagination, and your thought life. The imagination opens the door to your subconscious. You must emotionalize the images (imagination) the things you want in life with specificity and consistency. Equally important, you want to ignore the things you don’t desire and cease

from emotionalizing it. When imagining, it's important to think *from* what you want instead of thinking *of* what you want.

You may recall the story of communion in the Bible where Jesus asks His disciples to take bread and wine in remembrance of Him (1 Cor 11:24). Obviously, this may sound crazy to some, but much of the Bible is psychological. The bread represents nourishment and the wine represents intoxication. Thus, when you have a desire, goal, passion, etc., this is the bread that nourishes your conscious mind. However, you must wash the bread down with wine, for the wine represents you being intoxicated with your ideals, your dreams, your desires, your goals, and your passions. In other words, the bread represents the logic (thought, word, etc.) and the wine represents the emotion (love, joy, infatuation, thanksgiving, praise, intoxication) with the thing desired. Keep in mind, there's a thing called an angry drunk. This is a person who drinks (gets intoxicated) and incorporates a bad thought, word, or action (moldy bread) in which they will attract more of the things you don't want. Thus, get intoxicated with the things you want and not what you don't want by being drunk in love with it.

Thoughts come into your "thinker" all the time. If you dwell on a thought, then you allow it to set up residence in your mind and you'll attract it. You must apply autosuggestion (the hypnotic or subconscious adoption of an idea that one has originated oneself, e.g. through repetition of verbal statements to oneself in order to change behavior.) for your wants that are in your conscious thinking to take root in your subconscious. In other words, you must plant the seed (thought) in the ground (mind/womb) and water it frequently (repetition). The seed will grow down first (into your spirit/subconscious mind) before you can see the results in your outer world, just like a tree grows down before it starts growing up and burst through the ground for all to see and enjoy its fruits.

Now, you may think that you cannot change the circumstances in your life as a result of the facts. Well, you can if you chose to adopt the truth over the facts. Difference between truth and fact is unrealized potential - an acorn is in fact a seed, but the truth is that it is an oak tree. The facts may show that the insect is a caterpillar, but the truth is that it is a butterfly. What unlocks the potential to convert a fact into the truth? It is tapping into your subconscious mind.

Let's take a closer look at the subconscious mind. The heart is who you are at the core - self-image, subjective part of the mind, involuntary part of the mind, the regulator, female part of the mind, and spirit. It is the seaman who follow orders from the captain,

the womb which incubates the repeated thoughts, the ground/field which gestation occurs after a seed is planted, and the storehouse/file folder of thoughts.

As a man (or woman) thinketh in his heart, so is he. (Prov. 23:7)

The heart is unable to decide on its own but will execute whatever orders it is given from the conscious mind, the feeling part of the mind that responds to deep emotion regarding the outcome you may desire.

Here is what Brian Tracy says about the subconscious mind:

”By the time you reach the age of 21, you’ve already permanently stored more than one hundred times the contents of the entire *Encyclopedia Britannica*. Under hypnosis, older people can often remember, with perfect clarity, events from fifty years before. Your unconscious memory is virtually perfect. It is your conscious recall that is suspect. The function of your subconscious mind is to *store and retrieve data*. Its job is to ensure that you respond exactly the way you are programmed. Your subconscious mind makes everything you say and do fit a pattern consistent with your self-concept, your “master program.” This is why repeating positive affirmations are so effective — you can actually reprogram your own thought patterns by slipping in positive and success-oriented sound bites. This is why motivational activities, such as reading inspirational quotes, are so impactful for people committed to positive thinking. By focusing your thoughts on uplifting ideas, your subconscious will begin to implement a positive pattern in your way of thinking and your outlook on life. Your subconscious mind is subjective. It does not think or reason independently; it merely obeys the commands it receives from your conscious mind. Just as your conscious mind can be thought of as the gardener, planting seeds, your subconscious mind can be thought of as the garden, or fertile soil, in which the seeds germinate and grow. This is another reason why harnessing the power of positive thinking is important to the foundation of your entire thought process. Your conscious mind *commands* and your subconscious mind *obeys*. Your subconscious mind is an unquestioning servant that works day and night to make your behavior fits a pattern consistent with your *emotionalized* thoughts, hopes, and desires. Your subconscious mind grows either flowers or weeds in the garden of your life, whichever you plant by the mental equivalents you create. Your subconscious mind has what is called a *homeostatic* impulse. It keeps your body temperature at 98.6 degrees Fahrenheit, just as it keeps you breathing regularly and keeps your heart beating at a certain

rate. Through your autonomic nervous system, it maintains a balance among the hundreds of chemicals in your billions of cells so that your entire physical machine functions in complete harmony most of the time. Your subconscious mind also practices homeostasis in your mental realm, by keeping you thinking and acting in a manner consistent with what you have done and said in the past. All your habits of thinking and acting are stored in your subconscious mind. It has *memorized* all your comfort zones and it works to keep you in them. This is why it's so important to make writing SMART goals a regular habit. After time, staying productive and focusing on all of your goals will become part of your comfort zone. Your subconscious mind causes you to feel emotionally and physically uncomfortable whenever you attempt to do anything new or different or to change any of your established patterns of behavior. The sense of fear and discomfort are psychological signs that your subconscious has been activated. But it's been working to establish those behavior patterns in the background long before you'll ever notice such feelings. The tendency to commit to these patterns is one reason why habits can be so hard to break. However, when you learn to purposefully create such patterns, you can harness the power of habit and purposefully instill new comfort zones to which your subconscious will adapt. You can feel your subconscious pulling you back toward your comfort zone each time you try something new. Even thinking about doing something different from what you're accustomed to will make you feel tense and uneasy. This is why time management tips may be tougher to implement at first, but once they become habit or routine, they will stay in your comfort zone. In doing so, you've reprogrammed your subconscious to work in your favor. Superior men and women are always stretching themselves, pushing themselves out of their comfort zones. They are very aware how quickly the comfort zone, in any area, becomes a rut. They know that complacency is the great enemy of creativity and future possibilities. For you to grow, to get out of your comfort zone, you have to be willing to feel awkward and uncomfortable doing new things the first few times. If it's worth doing well, it's worth doing poorly until you get a feel for it, until you develop a new comfort zone at a new, higher level of competence. For those looking to expand their realm of comfort zones, I highly recommend considering the habits of successful people as they are the patterns commonly adopted by the minds of great leaders and thinkers. Unlocking the power of these behaviors will put you one step closer to being able to make the same things happen in your life. Learning techniques to reprogram your subconscious mind will help you believe in yourself because your confidence will no longer be challenged by fear of the unknown. But more

importantly, doing so will train your brain to be in line with your true desires, dreams, and life goals. The more in tune with your subconscious you become, the closer you will be to breaking through to success. For example, you might have an idea for a book that has been on your back burner for years. With the right level of confidence, you'll take the next step in learning how to write a book, rather than clinging to the dream, but never acting. Remember: Taking immediate action on your ideas is a powerful key to success. Freeing yourself from self-limiting beliefs – or doubts – is the first step to being primed for action.” (Tracey, 2020)

Thoughts that you think often enter the gate of the subconscious mind and the universe finds out the best way to bring the thing you think about often constantly to you. However, the universe brings the thing you think about constantly once you're ready and you cannot force her or rush her. It's similar to a woman being impregnated. As soon as your subconscious mind gets impregnated by your most dominant thought, it'll take a while for that baby (your desire for success) to incubate in the womb of your heart. As long as you continue to take care of the baby in the womb, you'll soon give birth to that bundle of joy. Thus, once you're pregnant, just be patient, your bundle of joy (desire) may take some time for it to develop and be delivered into your world.

Unfortunately, you may have a lot of dirt in your subconscious that you don't know about (unaware) as a result of your childhood, social conditioning, upbringing, etc. Thus, you may self sabotage your success without your conscious knowledge. For example, I used to provide coaching to new real estate investors. Being employees, they have a belief that they need to trade their hours for dollars instead of hiring other people to do the work for them. They believe if they aren't slinging a hammer, sweeping the porch, showing up to court to evict a tenant, driving for dollars looking at properties, etc., then they won't be successful in real estate. However, the beliefs and actions of an employee are quite different from an entrepreneur. An entrepreneur understands the value of outsourcing, using leverage, employing teams and systems, so that the business can operate without the entrepreneur's presence. In addition to trading hours for dollars, many of the new real estate investors expect a guarantee or safety net. In business, there is no security such as a paycheck. Another example is that employees want to be told what to do, when to do it, and how to do it. Often times, there's no perfect textbook, manual, or course to study on how to start a real estate investing business. Oftentimes, you'll have to figure it out on your own. The great thing is that you don't have to know everything, but you do have to tap in the minds of other people on your team or from

advisors. Employees abhor making mistakes and want things to be done perfectly; entrepreneurs expect mistakes and learn from them by creating permanent solutions. I can go on and on with this. Thus, if you want to adopt a new belief and obtain a different kind of success, you have to wash away the dirt and beliefs you once had and make a concerted effort to adopt new ones.

If the conscious mind and subconscious mind disagree, they will be at war with each other. Both minds have to be in union like husband and wife to bring birth to your bundle of joy which is your desired result.

A double-minded man is unstable in all of his ways, expect that man to receive nothing from the Lord. (James 1:8)

Again, if you consciously want to be an entrepreneur but still have employees in your subconscious, then your chances of obtaining success as an owner in real estate or business may be slim.

A house divided among each other cannot stand. (Mark 3:25)

Many people who experience double mindedness fall into fear and doubt and revert back to what is already in their subconscious mind (failure/undesired result). For example, if you are an aspiring real estate investor and have a deal under contract, but as you're getting close to closing on your first real estate property, fears may arise since your actions are contrary to what's in your subconscious mind (guarantees as an employee). Faith-filled people push through the fear and still take action.

Autosuggestion is the gateway to the subconscious mind for attracting the things you want. Here, you want to be intentional. When you get to the chapter on affirmations, you'll see a list of affirmations you can chose from including affirmations that relate to a dollar amount you want to possess. As mentioned earlier, your emotions are important. With the following success exercises (meditations, visualizations, affirmations, etc.), make sure you incorporate positive emotions (thankfulness, thanksgiving, gratitude, appreciation, joy, stay in expectation, etc.)

In Genesis 27, the story of Esau and Jacob is mentioned in the Bible. Isaac was ready to bless Esau, the oldest son, before he passed away. However, Isaac was blind at

his old age. Isaac told Esau to go hunt for his favorite game and Jacob decided to supplant his older brother for his birthright. Thus, while Esau was out hunting, Jacob killed a goat and cooked it and took the goat's skin to place on his arms to make him feel like Esau who was hairy. Jacob walked into his father's room with the meal and hairy arms to get blessed and Isaac responded, in Genesis 27:18-30.

Jacob went into his father and said, "Father."

And his father said, "Yes, my son. Who are you?"

Jacob said to him, "I am Esau, your first son. I have done what you told me. Now sit up and eat some meat of the animal I hunted for you. Then bless me."

But Isaac asked his son, "How did you find and kill the animal so quickly?"

Jacob answered, "Because the Lord your God helped me to find it."

Then Isaac said to Jacob, "Come near so I can touch you, my son. Then I will know if you are really my son Esau."

So Jacob came near to Isaac his father. Isaac touched him and said, "Your voice sounds like Jacob's voice, but your hands are hairy like the hands of Esau." Isaac did not know it was Jacob, because his hands were hairy like Esau's hands, so Isaac blessed him. Isaac asked, "Are you really my son Esau?"

Jacob answered, "Yes, I am."

Then Isaac said, "Bring me the food, and I will eat it and bless you." So Jacob gave him the food, and he ate. Jacob gave him wine, and he drank. Then Isaac said to him, "My son, come near and kiss me." So Jacob went to his father and kissed him. When Isaac smelled Esau's clothes, he blessed him and said,

"The smell of my son is like the smell of the field that the Lord has blessed. May God give you plenty of rain and good soil so that you will have plenty of grain and new wine. May nations serve you and peoples bow down to you. May you be master over your brothers and may your mother's sons bow down to you. May everyone who curses you be cursed and may everyone who blesses you be blessed."

Isaac finished blessing Jacob. In these verses of scripture, the Bible is telling us that feeling trumps spoken words. You must desire the blessing, promises, success and riches as if it were real despite how things currently sound. As soon as your conscious thinking and subconscious thinking line up, your subconscious may lead you or advise you to do things (hunch) that makes no sense or bring a situation or circumstance to you that has the keys to your success but it's disguised as failure. Yes, pursuing your dreams will be hard at times and it may make you famished where your pockets are concerned and exhausting mentally, emotionally, financially, and physically; however, don't sell out for something less. Keep pursuing your dreams, for it's your birthright to fulfil them.

Think about how the two minds relate. Consider going to a restaurant and you see a menu. You can choose any item you wish. However, if you chose an item without the funds to pay, then you cannot obtain it. The menu represents the many possibilities in this world for you to choose from. You can have whatever you want despite your current situation. In order to make the purchase, you need a currency called emotion. Emotion is the currency to bring the things you select from the menu to life.



KEY PRINCIPLES

- **Push through fear to take action.** Don't let fear stop you in your tracks. Be of one mind and act.
- **Unify the 2 mindsets.** Keep your conscious and subconscious minds focused on the same goals.
- **Adopt new beliefs.** Learn from mistakes and clarify goals by adopting new beliefs and actions as needed.

Chapter 8:

How to Become Successful

There are a series of daily habits you must implement to become successful. The things below may seem time consuming or unimportant, however, your habits have a direct impact on your success.

Define Your Success

Success means different things to different people. This is why it is important that you define it for yourself. Earl Nightingale define success as deliberately doing what you want to do with your life. The Bible defines success or prosperity as wholeness in every area of your life. Defining what success looks like for you can help you to clarify your goals and the path to reaching them.

Make the Most of Your Time

Be mindful of the importance of going to bed early and waking up at 5am at the latest. An early morning routine will cause you to watch less mindless tv or social media prior to going to bed and will allow you more time to focus on exercise and personal development in the morning. If you set your day right early in the morning, you'll soon see the benefits where your success is concerned. If you constantly wake up and rush in the shower, rush to work, etc., then you're in the mindset of being hasty and unplanned. Planning enables success.

Here is an example of what I suggested above. My workday starts at 7:45am, so I wake up at 4:40am. I work out for 30 mins (see A-Player Body), shower, and then spend 30 minutes doing the activities below. I finish these activities by 6:30-7am and I only have a 20-minute commute to my office. During my commute, I listen to audiobooks that relate to improving my craft. For example, if I'm a CEO, I listen to audiobooks that help me become a better CEO. I'm also a real estate investor, so I listen to real estate audiobooks. Making the most of every moment allows me to stay focused and prepares me for the workday ahead. Time spent in the evening is equally important.

Guard Your Thought Life

Your success is a direct result of your thought life. Keep in mind, your most dominant thoughts will always become a reality. How? Your dominant thoughts magnetize the people, circumstances, and resources you need to become manifest. Don't allow the worries of the day to become a distraction. Only involve your emotions on the things you want, selectively ignoring present unfavorable circumstances to creep into your thoughts. You must ignore your senses. The things you visualize and dream of must become more real than your current circumstances. Your current circumstances are meant to distract you, but if you focus your thoughts on your desires of becoming successful, your circumstances will soon conform to your beliefs.

Embrace Discipline

Success requires discipline. Discipline is doing what you know you need to do despite how you feel. You may not feel like making that extra sales call, you may not feel like coming in an hour early or staying an hour late, you may not feel like doing that extra set of exercise since your body is tired from the intense workout the day before; however, you must be disciplined. Some pain should be expected, but joy always comes after pain

(like a woman with contractions), so understand you can expect the desired result if you experience pain in the process.

Nurture Your Burning Desire

You must have a burning desire, hunger and thirst for success so that you can keep pursuing success in the midst of unfavorable circumstances, trials and tribulations.

*As the heart panteth after the water brooks, so panteth my soul after thee, O God.
(Psalms 42:1)*

Your soul must pursue success like a chained pit bull tries her best to break off the chains that hold her back from reaching a juicy steak less than a few inches away. Success works when you focus on the why more than the how. Feeding or nurturing your burning desire is essential for continuous renewal. As mentioned before, this is often done with reading, research, visioning your goals, and experiencing small successes along the way.

Overcome Your Doubts

Some people may speak doubt or talk poorly about you and it may discourage you. However, other people will receive that same criticism and will work even harder with a chip on their shoulder to prove them wrong. They make it their mission to take their revenge out on that doubter by greatly exceeding their expectations. In this way, doubt can actually be a motivator.

Even when people speak doubt over your ideas and dreams and seem to be critical, you must remind yourself that this person is actually doing you a favor: Even though the person's criticism may have stung, the delivery was harsh, or they may be closed minded and unable to see what you see, they are actually providing you with positive feedback. People who provide feedback, whether constructive or not, actually care. You should prefer someone be straight-forward rather than sugarcoat the truth. At the end of the day, this person is helping you to consider other things and is helping you develop a tough skin. You may not have communicated your dreams, goals, and desires in an articulate fashion, or you may not have considered all the risks. Either way, take every piece of feedback as a free gift to help you become more successful.

Claim Your Advantages

You must recognize that all of your disadvantages are also your potential advantages; it just depends on your perception. You can say being a certain sex or race does not provide you with a competitive advantage as compared to those of an opposite sex or race. However, there are some with those same disadvantages who convince themselves that those “disadvantages” are actually their advantages. Be mindful that potential liabilities can be converted to assets if you think differently about it. People with this positive perception actually look for ways to prove that their perceived disadvantages are their advantage. For example, a black woman in business may think she’s at a disadvantage with her company when going toe to toe with another business owned by a white male. However, according to an article, black women are the fastest growing entrepreneurs.

Ask “How” Before Saying “No”

I once had a meeting with my employees about pursuing a new business venture. The team had a lot of work on their plate and didn’t have the bandwidth to take on a new client even though it was a great opportunity. However, I was motivated to take on the new client being that our revenue was at an all-time low. Even though I stood alone against the idea of taking on the client, I mentioned to them, “Don’t tell me “No” but tell me “how”. It’s easy to reject an idea from the onset if it’s not packaged as success. It’s similar to a slab of rock hiding a beautiful statute; all the artist has to do is chip away to reveal the masterpiece. Likewise, repeatedly asking the question “how” is analogous to chipping away at that slab of marble until the answer “masterpiece” is revealed. Successful people realize not every situation or circumstance looks like a masterpiece when it’s first presented; oftentimes, it looks like an undeveloped/worthless slab of concrete. The good thing is most people will pass up on the unrevealed opportunity but only a few keen artists will keep asking how.

Don’t Act Alone

No successful person has done it on their lonesome, so you may need others. Look around for others who can partner with you on multiple levels to optimize the success of both parties.

Embrace Your Expectations

You must expect to be successful every moment without a doubt. Doubt is the weed that chokes your seed. You can carry yourself as if the thing you want in life is currently a living reality. In fact, you can take it a step further and assume the thing you desire is a thing of the past - it is already done "It is finished".

Read, Read, Read

Successful men have a thirst for learning and never stop learning just like how one never stops drinking water to live. You may not be used to reading books, articles, etc. In fact, you may not retain the information or comprehend it. This happens to most people. However, consider your brain to be a muscle. The more you train it, the better it will perform in regard to intensity, duration, frequency, etc. Thus, the more books you read, the better you'll get at retaining and comprehending. Plus, if you write down notes, you'll retain it more. I recommend you to actually order physical hardcopies of books and set aside quiet time to read to get the best value/concentration. However, if you must, you can substitute reading physical books to listening to them on audible, watching them on YouTube, or some other platform. Keep in mind, if you're listening to audible while driving, cleaning, working out, etc., you may not comprehend or retain a great majority of the information since you're in essence multitasking and not devoting your full attention to it. You obtain knowledge via learning through books, podcasts, webinars, seminars, etc. Finally, I recommend you read books more than once, so it really sinks in.

The heart of the prudent getteth knowledge; and the ear of the wise seeketh knowledge. (Proverbs 18:15)

Master Your Craft

You need specialized knowledge. Who gets paid more, a general practitioner or a neurosurgeon? The specialized knowledge doesn't have to come from formal schooling, but you can receive a ton of specialized knowledge through your associations (networking/associates in the industry), books, YouTube, Udemy, etc.

I wanted to be a real estate investor, so I read multiple books on the subject. I wanted to be the talent for my online business, so I joined Toastmasters to better my speaking, watched YouTube videos on how to be a better speaker, ordered online courses on how to sell and speak from stage, webinar courses on how to conduct webinars, joined public speaking organization and associated with people who were professional speakers, and applied all that I learned in my webinars, seminars, YouTube videos (100 Percent Financed), and live events.

Napolean Hill in “Think and Grow Rich” states, “The accumulation of great fortunes calls for power, and power is acquired through highly organized and intelligently directed specialized knowledge, but that knowledge does not, necessarily, have to be in the possession of the man who accumulates the fortune.” If you don’t possess all of the knowledge required to be successful in your craft, then no worries. You have to have the specialized knowledge to assemble the team that will make you successful. At least someone in your camp needs to possess the information.

Read many books and take notes (see journaling chapter) and cultivate your own philosophy/understanding on how you can become successful in your craft. I treat advice like chicken: I consume the meat and spit out the bones. You must have the intelligence to filter knowledge you receive, organize it, so that you can implement it in your craft. , See my list of recommended books to read in the appendix that relate to you being successful spiritually, personally, and financially.

Apply Your Knowledge

Keep in mind, knowledge is only powerful if applied. Thus, don’t waste your time reading for the sole benefit of knowing. Also, the number of books you read matter nothing. It’s better to read 3 books and receive so much specialized knowledge that you were able to implement 75% of it to become successful than to have read 75 books in which you only applied 3% of it because you skimmed through the book without taking notes and not making a concerted effort towards applying it.



KEY PRINCIPLES

– **Maintain your focus.** This is easy to lose, but essential to keep because only

then can it lead you to success.

- **Continuous learning is essential.** Continuous learning through reading is the only way to keep your edge. Plan daily time for reading and learning.
- **Embrace discipline & structure.** Without self-discipline and structure, it is easy to become lazy, lethargic, and slip from success.

Chapter 9: My Story

As I stated earlier, I grew up poor in a single parent household with two other siblings. As an adolescent, I hated being poor. I didn't understand why people would cope with it and make "workarounds", such as getting bills in their kids' names, cutting on cable illegally, and having to western union their money to pay bills. I also felt embarrassed living off the government, no phone or electric service at times, nothing new for Christmas as a result of low funds, or having the church donate food to our doorstep. Don't get me wrong, I'm not judging here, for I grew up in this environment. However, I don't agree with tolerating, coping, or staying in that environment for long. Yes, you have to do what you got to do to make ends meet, but there is another way out. We live in a world of endless opportunities.

As I became aware of the financial state we were in and comparing it to other kids in our school, the desire to become rich began to grow. It was the exposure that sparked this desire within me and I felt it was in my power to do something about the financial state I was in. I remember dating this young lady as a teenager and her aunt was looking to purchase a new house. This house was huge! I accompanied them to a showing. I was shocked that the wife of the current homeowner had a huge rock on her finger and that their son's bedroom was bigger than our living room! I asked the owner what he did for a living and he said he was a janitor. I was shocked that a janitor had the trappings of success. He later elaborated that he started off as a janitor and still does janitorial work; however, he owns a janitorial business in which he has several contracts and employees. He mentioned that even though he started off as an one-man operation being everything from the CEO to the janitor (literally), he always wanted to grow his enterprise from the beginning. At that moment, his story solidified in me that anyone can become success in any line of work as long as they thought big and possessed the right mindset.

I started many businesses at a young age, for I didn't receive a recurring allowance and I didn't want to go through my adolescence broke. Thus, I decided to think of ways to make money since I wasn't old enough to work: I would cut grass, take out my neighbor's trash, sell candy, and do my classmate's homework for payment; I always tried to exchange some sort of value for compensation, so I can buy the things I wanted.

After graduating from high school, I went to college and paid myself through college but graduated broke without a career. I ceased being a businessman in my collegiate years due to copious amounts of study and partying; however, I always had an inkling for business: I majored in economics in business and minored in statistics.

In my last year of college, I didn't have a job, or a career lined up and I felt dejected. I thought I was "the man" but couldn't gain employment as a result of a lack of focus, bad spending habits, partying, and poor credit. Last semester of college, a fellow colleague kept inviting me to church and I would decline the invitation every single time. At the time, I thought Sundays were meant for sleeping in since I would party the night before. However, when I realized that I'm about to graduate without any job lined up and the fact I didn't have enough money to pay my rent, I decided to take my colleague up on this offer. Upon attending the church service, I was introduced to the bible and the words of Christ. For some odd reason, I began to read the bible through the lens of a businessman. Initially, I didn't understand the bible as a result of its language (brethren, shall, etc.) so I got a separate version other than the King James Version (KJV). The

youth pastor bought me a New International Version (NIV) which I have to this day. There are multiple versions of the bible, but I prefer the NIV, Message, and New Living Translation (NLT). However, chose a version that strikes a chord with you. After reading the first four books of the New Testament (the gospels), I started reading copious amounts of books, for I now had a burning desire to learn. For I thought, “If I learn more, I’ll earn more”. After reading many books, I realized several books on personal development, law of attraction, success, etc. had their basis in the bible. Why is that? The bible is full of universal truths.

After graduating college, I was humbled and was forced to move back home with mom. Prior to moving back home with my mom, I thought I knew it all. However, this was a humbling experience for me. Being that I had a 3.2 GPA with a business degree, I could not obtain a career, for my credit score and lack of tenacity prevented me from having a day job lined up after graduation. While moving back in with my mom, she helped me out by allowing me to reside at her house for six months as well as providing me with business books. The first book she purchased for me was, “Rich Dad Poor Dad” by Robert Kiyosaki. This book lit a spark within me to become a real estate investor even though I had no credit, no money, no mentor, or no clue on how to get started in this field. I went on a quest to learn more about success as well as my craft. I began to read, network, and read some more. I only read books on personal development and career-related books; no fiction. I wanted to fill my mind with success, for I knew if I did that, success would fill my life as a by-product.

After living with my mom for six months, I ended up finding a good job in NYC, but I wanted more. While working full-time for the government in NYC, I convinced myself (see later in book on what I mean by this) that I would retire young from the 9 to 5 at 30 years old and that I’d have a million-dollar company by the age of 35. The more I read, the more my mind began to get exposed to new ideals. My desires began to morph into a better lifestyle than what I was currently living.

During my six years of working for the government, I began to work on my real estate career on a part-time basis buying rental properties out of state. At 30 years old, I had enough passive income from my real estate portfolio that I quit my day job, for I was now financially free. See the *Quit Your Day Job* book on amazon.com to learn more about my story and how you can quit your day job through real estate investing.

Shortly after retiring young, I started a blog which turned into a business that grossed over \$1 million in sales in 2018. This online business, *100 Percent Financed*, grossed \$1 million in sales revenue a month before my 35th birthday. As you can tell, your most dominant thought will always become a reality. Here's the reality I'm living now.

I am a serial entrepreneur. *100 Percent Financed* provides funding to real estate investors. We provide a full-service multi-unit acquisition program to investors who don't have the time to see an investment property through from beginning to end.

I am a real estate investor. I've bought and sold over 100 rental units and currently own 63. I have a property management company in which I own, and the company manages the properties of others as well as my own.

I am a talented speaker and author. I have spoken at over 100 events on real estate, positive mindset, funding, and more. I am also the author of four books:

Quit Your Day Job (2017)
Cash is King, Credit is Queen (DIY ebook)
A-Player Body (Expected in 2020)
A-Player Mind (2019)

Thoughts direct behavior and behavior direct actions and actions become habits. Habits can be dangerous in the fact that they go unnoticed because a person doesn't need to engage in self-analysis when completing routine tasks so it's crucial to be mindful of what you're thinking. In order to be successful, one must think successful thoughts. And the way to do that is by first becoming self-aware of current and past negative thought patterns. You have to recognize the self-defeating ones and eradicate them from your mind by replacing them with thoughts that inspire, elevate, develop and encourage. Thank you for joining me on this journey to becoming an A-Player.



KEY PRINCIPLES

- **If I can do it, you can too.** My story is an example of what an A-Player mindset can do for you.
- **Let your full-time job fund your passion.** Start where you are now to prepare for something greater.
- **Read, read, & read some more!** Use your spare time to read and network to make your future self wealthy.

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Appendices

Success Exercise 1

Affirmations

When it comes to affirmations, visualizations, meditations, prayer, I want you to do these things twice a day until you obtain your desire - until you become successful. Again, be habitual and exercise this daily. Wake up an hour earlier and go to sleep an hour earlier if you must but don't skip out on these things. One reason why you're not successful is because you're currently not doing these things.

You must emotionalize the things you want. For example, if you just closed on a million-dollar deal, you'd probably be leaping with joy, gratitude, thankfulness, praise, etc. You must incorporate those same emotions when doing the following success exercises.

Define your success. Use positive words that relate to the things you want to have, to do, and to be.

Engage in self-talk. Believe it or not, your self-talk are affirmations which reflect what's in your heart. If you say, "you can't do this", murmuring under your breath, then everything else you do in the book won't work. In contrast, keep your self-talk positive and murmur under your breath short and sweet affirmations such as, "I'm rich, I'm successful, I'm blessed, I'm the greatest, I love my life, etc.". You can repeat these sayings while you're conducting chores, driving, working out, etc.

I will make you into a great nation, and I will bless you; I will make your name great, and you will be a blessing. (Genesis 12:2)

The Word became flesh - your words become a living reality, so use them wisely. (John 1:14)

Affirmations need to be in real time, positive, and documented. Don't talk in future tense. For example, don't say, "I will be rich". Instead say, "I am rich." Don't speak in negative terms. For example, don't say, "I am not sick", but "I am healed". Speak in the affirmative. Document it and recite it with feelings of emotion. I document my affirmations in a journal and on glass windows and mirrors I look at daily (bedroom windows, bathroom mirror, bedroom mirror) to see them even if I'm not reciting them.

There are different kinds of affirmations. Affirmations can be in the form of realized (or met) goals that include specifics such as the amount of money you want, when you want it, how you will get it (acting, business, real estate investing, etc.), and the plans you will need to get it. For example, "I have \$100 Million dollars as a result of being a real estate investor before December 31, 2021, since I provide 1,000 rental units to society. There are also "I am" affirmations, such as "I am strong, I am resourceful, and I am thriving." Many prosperity affirmations are found in the Bible as well. You can find a list of affirmations in the Appendix of this book my YouTube channel (Juan Pablo's YouTube Playlist of Affirmations).

Success Exercise 2

Visualizations/Meditations (Imagination)

Neville Goddard states that “Imagination is everything”. Bob Proctor agrees and says, “If you can see it in your mind, then you can see it in your hand.” Meditation is the act of using a technique to calm and focus the mind. Visualization allows you to mentally see and experience something before it actually happens.

You can visualize a number of things to success. Visualize yourself being who you want to be, doing what you want to do, and having what you want to have as if it were a living reality now. Play mental exercises seeing your peers congratulate you on your success as if it was already a completed act. When unsuccessful or undesirable

things happened to you in life (unexpected bills, losing a sale, getting scammed, no one willing to help, etc.) revise that situation to how you would have liked it to pan out (unexpected check, winning the sale, getting more than what you expected, having a great support group, etc.). When performing visualizations, incorporate positive emotions and feelings. Make your imaginations to be more real than your current circumstances. Don't think "of the end", but "from the end" as if your desire has already been fulfilled.

While riding the subway to work when I lived in the NY/NJ area, I would imagine myself riding my Benz in Atlanta and not having a job for having enough passive income that exceeded my paychecks. I would do this daily to the point I further imagined myself riding on the subway (even though I was currently on the subway when doing this imagination exercise) as if it were a think of the past since I was recalling this situation from the comfort of my home in Atlanta. As you can guess, my imaginations came true: I quit my day job (see QYDJ book) at 30 years old, bought a Benz, and I now live in Atlanta.

This book of the law shall not depart out of thy mouth; but thou shalt meditate therein day and night, that thou mayest observe to do according to all that is written therein: for then thou shalt make thy way prosperous, and then thou shalt have good success. (Joshua 1:8)

Success Exercise 3

Mastermind

A mastermind is a group of like-minded individuals who are in association with each other to sharpen each other in their craft. Each person is there to sharpen their business as well as their personal skills. The group challenges each other to set goals and to actually accomplish those goals. The group is there to support each other with decision-making and coming up with creative ideas to succeed. Once a member has a plan in place, it's brought back to the group, along with any challenges, problems and successes. The group will applaud the successes and together will brainstorm solutions to the problems as a collective whole. The mastermind group requires commitment, confidentiality, gives and receives ideas, support each other with respect, honesty and compassion. The group is structured with a facilitator to keep things on task and to make sure conversations flow well and in the right direction. A mastermind group is not a class, group coaching nor a networking group. However, networking opportunities do

exist within the group but it's not the primary focus. A key word to describe a mastermind group is accountability.

The purpose of the mastermind is to push each other to higher goals as well as to hold each other accountable. To give you an example, let's say it's January and after the holidays, you want to get back in shape via exercising and eating a cleaner diet. Sure, you may be self-disciplined and self-controlled enough to get back in shape; however, some people need a personal trainer to work with them on setting goals, coming up with a workout regimen and diet, as well as hold them accountable and track their progress via consistent meetings. Forging a mastermind is similar. I joined this one mastermind, EO, and I considered myself to be the runt of the group being that others were more advanced in their business than I was. However, I wanted to be at least equal if not greater than the group, so I made it my mission to work harder to get to their level.

Thus, it's important to have 3 types of masterminds. As stated above, you want to have a mastermind in which people are greater than you in your craft. Sure you may feel inferior at first, but they'll push you to improve. The next type of mastermind that you want is with your peers; individuals who are on your level. This group greatly thrives on accountability. In this mastermind, you can be around folks who are at the same level of competency as you are, but the edge would be knocked off being that they are peers. The last mastermind group is one in which there are those beneath your level. I love this group for they come up with fresh ideas and it provides you with an opportunity to pour into them so you can be generous with your time and knowledge. Thus, if you're pouring into others below your level, those above your level will pour into you as well.

Success Exercise 4

Journaling

Journaling is the act of writing your thoughts, dreams, visions, and imaginings on paper. Journaling is a great way to record your thoughts at any given moment.

And the Lord answered me, and said, Write the vision, and make it plain upon tables, that he may run that readeth it. For the vision is yet for an appointed time, but at the end it shall speak, and not lie though it tarry, wait for it; because it will surely come, it will not tarry. (Habakkuk 2:2-3)

The thing is you don't have to worry how your vision, goals, aspirations, etc. are going to come to pass. All you have to do is write your desires/vision down with specificity and make it simple. Keep in mind, you may not be the one who carries it out; someone else on your team may "run with it" or bring it to pass. Last, your vision will become a reality at the appointed time, thus, make sure you place timeframes with your vision and wait patiently for it. Now, don't get this misconstrued: I don't want you to write a vision and do nothing, for faith without works is dead; you may have to take some action. Also be mindful that even though it may tarry, which means to linger in expectation, it will surely come. Thus, stay in constant expectations that your desire to become rich and successful will be a reality at the appointed time you designated. As you can see, the Bible provides clear instruction on how you can actualize your goals.

As you can see, writing down your vision, your goals, and your desires in plain language in a place you can see daily by all on your team will assist you and/or your team in carrying the vision out. Your written goals will become a reality (the Word becomes flesh) at an appointed time. Thus, make sure you write down your goals and put them before your eyes. Create a journal to write down your goals and create a vision board with your written goals. Write your goals on every mirror and window of your house so you can see them daily.

Personally, I have my goals and visions written on the mirrors of my house as well as on corkboards in my office. In addition, I write down my goals on a journal repetitively everyday. I want to keep my goals on my mind all day long to keep it in my consciousness, so I can obtain them. Some people write affirmations only once. I want you to write down your "I am" affirmations with a pen daily. See appendix for more details/examples.

According to "What the Heck is EOS" by Gino Wickman, you should write down your vision for the next ten years, 3 years, 1 year, quarter, and this month. Then, focusing on this month and this quarter, write down the rocks (priorities) you need to execute to get you closer to your vision.

Ten Year

What is your larger than life goal? By writing this vision out now, it'll help you and your company achieve the goals you never thought possible. If you know where you want to be in ten years, it's very likely that you'll end up getting there - often in less time. Your ten-year goal can be a mixture of revenue goals, the amount of lives you want to effect,

Three Year

If I were to take a snapshot of your business or career in three years, what would it look like to you? This should include what your revenue would be, the profit, and a measurable such as the number of product lines, the office culture you want to have, and/or the number of employees you want to have.

One Year

What is your vision for the year? What actions items will you complete? As you can tell, your one-year goal but be aligned with your three-year picture and your three-year picture must align with your ten-year goal. Your one-year goals shouldn't exceed more than 5 things.

Quarter

What are the five things you need to accomplish in the next 90 days (13 weeks). Thus, you have 13 weeks to knock out a small number of items that'll get you closer to your one-year goals.

This Month

What are all of the issues that are preventing you from being successful? What are all of the issues that are preventing you from completing your priorities for this quarter, this year, etc.? You should document these issues and make it your priority to solve them this month if possible. If you say money is an issue, then what can you do to get money?

Billboards for Success

Create sticky notes of success-related quotes. Place them up where you will see them as constant reminders to yourself and others.

Creed Here's JP's, but feel free to cater it to your liking:

If I don't purchase my first property by Dec 31, 2010, I ought to be ashamed of myself. I will not be ashamed of myself for I will accomplish this goal for I have all of the resources necessary to obtain this goal.

Resignation Letter

If you're currently working at a 9 to 5 and would like to quit in the near future, so you can obtain your goals, then you should write out your resignation letter and post-date it. Consider writing them on windows and mirrors or post them around your desk. At my home, I have affirmations on glass, mirrors, and windows to serve as a constant reminder of my goals

23 Financial Freedom Principles

Below are the 23 steps (or principles) you must take to ultimately become financially free.

1. No one forces you to put on a seatbelt, but you put it on anyway. **Be in Integrity.** (seat belt)
2. You turn on your 100PF Total Package Audiobook by plugging your smartphone into your aux cord to get your mind right. **Love to Learn.** (aux cord)
3. As soon as you hook up aux cord, your boys hop in for the ride. **Build a Championship Team.** (head nod friends in car)
4. You check all gauges and mirrors before taking car out of park. **Evaluate Consequences Up Front.** (adjusts rear view mirror)
5. You think about the best route in terms of distance, traffic, & tolls. **Pursue the Money in Ideas.** (point at head near temples)
6. You hit the road and run into traffic. You fear you won't make it to the board room on time, so you have to find an alternate route. You get off the next loop

and find another route. **Find the Loopholes.** (Mash on gas pedal with foot and make revving engine noise)

7. You make it to the Financial Freedom Building & must park. Do you Valet or Self Park? **Manage Resources Effectively.** (Place hand on chin like you're deciding).
8. You decide to park, but being that you're in a rush, you didn't check mirrors while backing up the car to park. You hit a pole & dented the bumper. **Make Mistakes and Learn from Them.** (act like you're backing up a car and crash).
9. Get out the car, run to the Financial Freedom Building but tripped on the uneven pavement and bruise your knee. **Develop a Thick Skin.** (hold knee liked you bruised it)
10. As you approach the entrance, a guard requests you to scan your ID badge to enter. **Develop a Unique Identity.** (wave ID badge around with smirk on face).
11. As you enter the building, paparazzi is taking pictures. They are blinding you and blocking you from moving forward. Your team entertains them while you go to the board room. **Publicity is Your Best Friend.** (get flashes out the eyes).
12. You know you're in a rush but you're thirsty from all of this, so you decide to take a few sips from the water fountain instead of going to the vending machine. **Frugality Pays.** (pant like a dog).
13. You realize you need to make copies of your presentation before you go to the board room, so you go to your nearest Xerox machine. **Copying is Better than Innovating.** (act like you're copying paper with hands).
14. While copying, the copier ran out of paper. Instead of carrying several stacks of paper by hand, you use a hand truck to bring paper from supply room to copy machine to load paper. **Use Leverage.** (lift hand truck up).
15. Now, it's time to get to the board room. You see an elevator with the open doors wide open with a sign on it in which you are too busy to read. **Keep on Growing.** (hop onto the elevator).
16. In order to get to the board room, you have to go to the highest level on the elevator: Penthouse button. **Set High Goals.** (jump to press the highest button).
17. As you're going up, the elevator starts to shake. You realize you're on a freight elevator that's holding a lot of weight. **Hold On to your Equity.** (hold on to rails like it's an earthquake).
18. Thankfully, you reach the boardroom floor, but you don't know how to open the door of this freight elevator. So, you pry the doors open with all of your might. **Hard Work is Essential.** (pry open door like Hercules).

19. You're sweating as you exit the elevator. However, the boardroom Floor has AC as well as some towels to wipe the sweat off. **Enjoy the Pursuit.** (wipes sweat off forehead with smile).
20. You reach the board room door but it's locked. You knock & knock and no one answers. You look through the small window to the boardroom and see the new receptionist was listening to Waka Flocka with head phones in his ears! He can't hear you! You knock & knock repeatedly, louder and louder and he finally hears you and lets you in the board room to meet the Mr. Cashflow to close on this deal to make you financially free. **Repetition Creates Mastery.** (bob head like at a concert while knocking on door).
21. You make it to the meeting right on time. You make your presentation and close the deal. Now, your team just walked in with some bottles of Champaign. **Celebrate Your Success.** (popping bottles and strutting your stuff).
22. Mr. Cashflow invites you all to the big game in town that starts in minutes. You all don't want to go back downstairs and run into Paparazzi, for they'll hold you up. Plus, there's traffic on the way to the big game. Mr. Cashflow mentions there's a separate entrance you all can leave through that happens to lead to his helicopter. **Keep the Back Door Open & Have Multiple Exit Strategies.** (kick open the door).
23. All of you enter the helicopter and fly high into the sky on your way to the big game. **Play a Bigger Game.** (Helicopter with hand or shirt).

Additional Reading

1. *Holy Bible: Containing the Old and New Testaments: King James Version.* New York: American Bible Society, 2010.
2. King, James. *Scaling up: Beginners Guide to Scaling Your Business.* Place of publication not identified: Expertengruppe, 2019.
3. Hill, Napoleon. *Think and Grow Rich.* Lindenhurst, N.Y.?: Tribeca Books, 2011.
4. Wickman, Gino. *WHAT THE HECK IS EOS?* S.l.: Benbella Books, 2017.
5. Kiyosaki, Robert T. *Rich Dad Poor Dad: with Updates for Today's World--and 9 New Study Session Sections.* Scottsdale, AZ: Plata Publishing, 2017.
6. Covey, Stephen R. *The 7 Habits of Highly Effective People: Powerful Lessons in Personal Change.* New York: Simon & Schuster, 2014.

7. Elrod, Hal, Cameron Herold, Corder Honorée, and Lewis Howes. *The Miracle Morning for Entrepreneurs: Elevate Yourself to Elevate Your Business*. Temecula, CA: Hal Elrod International, Inc., 2016.
8. Wattles, W. D., and W. D. Wattles. *The Science of Getting Rich*. Charleston, S.Mandino, Og. *The Greatest Salesman in the World*. New York: Bantam, 1968.C: Best Success Books, 2013.
9. Mandino, Og. *The Greatest Salesman in the World*. New York: Bantam, 1968.
10. Peale, Norman Vincent. *The Power of Positive Thinking*. New York: Touchstone/Simon & Schuster, 2015.
11. Byrne, Rhonda. *The Secret*. New York: Atria Books, 2018.
12. Assaraf, John, and Murray Smith. *The Answer: Grow Any Business, Achieve Financial Freedom, and Live an Extraordinary Life*. New York, NY: Atria Paperback, 2009.

Morning/Evening Suggestions

Morning:

Read a chapter of Proverbs in the Bible every day.

Read the gospels (first 4 books of the new testament). I prefer the King James, NLT, NIV, and Message versions of the Bible.

Watch videos/images/affirmations that relate to the successful lifestyle you want to lead - a playlist of Youtube videos.

Evening:

Watch videos/images/affirmations that relate to the successful lifestyle you want to lead - a playlist of Youtube videos

Affirmations

Scriptures that are affirmations:

I can do all things through Christ which strengthen me Phil 4:13

The joy of the Lord is my strength - Matt 8:10

Duet 28:1-13

Joshua 1:8

Phil 4:13

Phil 4:19

Let the weak say I'm strong - Joel 3:10

JP's affirmations

Affirmations from Napoleon Hill's *Think and Grow Rich*.

Day by day in every way I'm getting better and better

I am an A-Player, a money magnet, and the best version of myself

I AM

Blessed and highly favored

A winner

On top of my game

Successful; everything my hand touches prospers

Strong, mentally, spiritually, physically, emotionally, and financially