

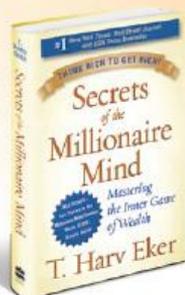
#1 *New York Times, Wall Street Journal
and USA Today Bestselling Author*



Millionaire Mind *for* Network Marketers

Taking Your Business to the Next Level

Millionaire
Mind
for
Network
Marketers



T. Harv Eker

SPECIAL REPORT

Copyright © 2011 by T. Harv Eker. All rights reserved.

Printed in the United States of America.

No part of this book may be reproduced or transmitted in any form or by any means, electronic, mechanical, or by any information storage and retrieval system, without permission in writing from the author.

Millionaire Mind *for* Network Marketers

SPECIAL REPORT Contents

Introduction	1
Your Inner World Creates Your Outer World	2
Rich People Believe, “I Create My Life”	4
Play to Win vs. Not to Lose.....	7
Model Successful People	9
Follow a Proven System	13
Become A Bigger Person.....	15
Focus on Solving Problems.	18
Network Marketing vs. Conventional Business	19
Help. Don’t Sell.	20
Use Leverage	22
What’s Your Money thermostat Set To?	24
Numbers Don’t Lie	26
Surround Yourself With Support.....	28

Would you like to have a lot more money in your life?

Would you like to have a lot more happiness in your life?

Would you like to have a lot more of both in your life?

If so, you've definitely come to the right place.

first thing I want to do is acknowledge you for taking the time to read this eBook, exclusive for network marketers. I really believe that of all the commodities in the world, the most important and precious one is time. I promise you that reading this will be worth your while a thousand times over. Why? It's because by doing so, you will be discovering the root cause of all financial success, mediocrity and failure.

—T. Harv Eker, #1 Bestselling Author

INTRODUCTION

To get started, I hope its okay that I tell you a little bit about myself. I guess my claim to fame is that I owned at least a dozen different businesses before I hit the age of 30. One of those businesses was opening one of the fist retail fitness stores in the world. e interesting thing about that company is that I started that business with \$2,000 that I borrowed on my Visa card.

Using the principles that I now teach, I was able to open 10 company-owned locations in only two and a half years. en I sold half my company shares to the H.J. Heinz Corporation – yes, the ketchup people – for \$1.6 million.

After that, I semi-retired, moved to sunny San Diego and started doing some private one-on-one consulting. I suppose it was pretty effective for people because they started bringing staff , managers and partners. Pretty soon it was one-on-two, then one-on- five and then one-on-10. Someone suggested, “Harv, you might as well open up a school already.” I thought it was a great idea, so I did. I founded the Street Smart Business School and taught thousands of people all across North America street-smart business strategies for high-speed success.

is has now morphed into my company called Peak Potentials Training, which is one of the largest personal success training companies in the world.

There’s something you need to know. I am not actively involved in network marketing and I’m not partial to any one network marketing company. Why is this important? Why would I tell you that?

It's because I can be 100% objective and completely unbiased. I have nothing to gain if you join a network marketing company, are with a specific network marketing company or stay with a network marketing company. I'm not in an up-line or down-line for anybody.

In short, I can do what I like doing best, which is telling it like it is – at least from my street-smart real-world perspective, which is based on the fact that I've trained over 1.5 million people from 104 different countries all around the world, in every type of business on what it really takes to create serious financial success.

Why am I talking about network marketing? Because it's one of the most booming industries right now, and I have literally thousands of people that have been asking me questions about network marketing. They want to know my thoughts on it and, if they're going to get involved in it, how to succeed. I decided it was time to write about my knowledge of the industry and see if I could shed light on the most commonly asked questions.

YOUR INNER WORLD CREATES YOUR OUTER WORLD

the big shift came for me in the early days, when I began teaching my business strategies in seminar settings. In those seminars I noticed something very strange. That you can actually have two people sitting side-by-side using exactly the same tools and strategies, and one person would take these tools and strategies and skyrocket to success. What do you think would happen to the person sitting right beside them? The answer is: not a heck of a lot.

MILLIONAIRE MIND FOR NETWORK MARKETERS

I realized right there that you can actually have the greatest tools in the world, but if you have just a tiny leak in your toolbox, then you have a real problem. When I say toolbox, I am pointing to my head and referring to the “mind game.” So I designed a program based on the inner game of money and success. When we combined the inner game with the outer strategies, people’s results began to skyrocket.

One of the most important things you can ever understand is that we don’t live in only one world alone. We live in at least four different worlds at once: The mental, emotional, spiritual and physical worlds.

What most people never get – and it’s something you should all understand – is that your physical reality, what actually happens to you in your life, is nothing more than a hard-copy printout of the other three invisible quadrants; the results of the other three worlds working together. The fact is that money, wealth, health, illness and weight are results. We live in a world of cause and effect.

Have you ever heard anybody say that a lack of money was a little bit of a problem? A lack of money is never a problem. A lack of money is merely a symptom of what’s going on underneath.

It boils down to this: the only way to permanently change your outer world is to first change your inner world.

Here’s a declaration that I’d like you to do. What is a declaration? It’s a statement that you make out to the universe and into your inner universe. It’s a vibration. I know a lot of you are thinking, “Is this ever hokey!” Here’s what I figure. I’d rather be really hokey and really rich than really cool and really broke. How about you?

OK, so here's what I want you to do. Let's have some fun. Let's do something a little different. Put your hand on your heart and say "My inner world creates my outer world." If you like, you can touch your head or point to it and say, "I have a millionaire mind."

RICH PEOPLE BELIEVE, "I CREATE MY LIFE"

I want to share something with you that I call the process of manifestation: *your thoughts lead to feelings, your feelings lead to actions, your actions lead to results...* meaning it all begins with how you think.

T F A R

Let's examine just a few of the ways rich and successful people think very differently than unsuccessful people, in order to consider learning and adopting those ways.

Rich people believe, "I create my life." What do unsuccessful people believe? They believe, "Life just happens to me."

My friends, if you want to create real success in the real world, it's imperative that you believe that you are at the steering wheel of your life. *You* are the one who creates your success, mediocrity and any struggle you might have. Consciously or unconsciously, it's still you.

Instead of taking full responsibility for their lot in life, most people play the role of the victim. You can always tell a victim because they leave three clues. What are those clues?

Clue 1: BLAME. Victims blame the economy, type of business they're in, the stock market or real estate market, the city they live in, the taxes, the government, their employer or employees, their manager or their partner. Of course they blame their up-line, down-line, husband or wife. Almost everybody wants to blame their parents for something. With victims, it's always something or someone else.

Clue 2: JUSTIFY. Victims will often justify their situation by saying something like, "Money is not that important."

Let me ask you a question. If you said that your husband, wife, boyfriend or girlfriend wasn't that important, would they be around for very long? I don't think so. Neither would money.

People come up to me at my live seminars all the time and say, "Harv, money's not that important." I look at them, point at them and say, "You're broke, aren't you?" They say, "Right now, I'm a little short." So I say, "No, it's not right now. It's always. You've always been broke. Yes or yes?" They stand there in shock, stammering.

Of course they're broke. For anybody that thinks money is not important, there is one rule of thumb – they don't have any. It's that simple.

Clue 3: COMPLAIN. Complaining is the absolute worst possible thing you could do for your health or wealth. Why? There's a principle I live by that I'm sure you've heard of: *what you focus on expands*.

When you are complaining, what are you focusing on? What's right with your life or what's wrong with it? That's right. You're focusing on what's wrong with your life. Since you get more of what you focus on, you're going to get more of what's wrong with your life.

When you are complaining, you are actually attracting doo-doo into your life. When you are complaining you become a big human doo-doo magnet. Notice that complainers usually have a crummy life. They say, “Of course I complain. Look how crummy my life is.” Now you can look at them and say, “No, it’s because you complain that your life is so crummy. Shut up and don’t stand near me.”

This is your homework. No complaining for seven days. I’m not just talking about complaining out loud, but even in your mind. And after these seven days, continue to focus on not complaining because you might still have some residual doo-doo coming to you from before. Doo-doo doesn’t travel at the speed of light. It travels the speed of doo-doo. It’s really slow.

The bottom line is this: in the network marketing business, no one is going to do it for you. No matter what you think or what anyone says, promises or does, you are the one who is responsible for your success.

In network marketing it’s really easy to put the onus on your up-line and say, “They should be helping me more. They need to be putting people underneath me.” Or, to blame your down-line and say, “If those people underneath me were halfway decent, I’d be rich by now.” It’s always someone else. My friend, it doesn’t work like that. From what I’ve seen from an outside point of view, the beauty of network marketing is that you have the support of others above, below and all around you. Do not confuse this with anyone doing it for you. Help you? Yes. Do it for you? No.

If you believe in any way that someone else is going to make you successful, unconsciously what’s going to happen? You’re going to naturally rely on, or at least wait for them to make the moves. at means you won’t take the

MILLIONAIRE MIND FOR NETWORK MARKETERS

necessary action yourself. Do you see how insidious that is?

I want you to live by this old motto. It's an oldie, but a goodie. "If it's to be, it's up to me. Others can be a part of my team, but I am the captain of my ship and the buck stops with me."

I promise you that if you will take on this responsibility in full, you will not only succeed to an entirely new level, but you'll feel better about yourself and your life.

Let's do another declaration. Put your hand on your heart and say, "I create the exact level of my financial success." Go ahead and touch your head and say, "I have a millionaire mind." Good job.

PLAY TO WIN VS. NOT TO LOSE

Here's what I want you to do... Write down your financial goals five years from now, in terms of annual income and personal net worth. We'll come back to this.

Rich people play the money game to win. Other people play not to lose. Most people play the money game on defense versus offense. Let me ask you another question – If you play any game strictly on defense, what are the chances of you winning that game? The answer is slim-to-none.

Most people's primary concern is survival and security. What's your goal, objective and true intention? Rich people's intention is to create massive success and wealth. Poor people's intentions are, "I just want to pay the bills, earn a decent living, get by, or be comfortable."

Do you know what, my friends? Due to the power of intention, when your objective is to have enough to pay the bills that's exactly what you're going to get, and usually not a dime more. There's a saying that says, "If you shoot for the stars, there's at least a good chance you're going to hit the moon." Most people don't even shoot for the ceiling in their house and they wonder what the problem is. The problem is not that your goals are too big and you miss them. the problem is that your goals are too low and you hit them.

"But Hary, you don't understand. I'm not in this business to get rich. I only want to make a few extra dollars. It's just part-time for me." Yes, I understand. Are you telling me that if you could get rich at this business you wouldn't want that? Are you saying that if you were earning \$30,000, \$40,000 or \$50,000 a month you wouldn't do this full on?

Here's the issue with the "I'm not in this to get rich" mentality. It makes it impossible to do so. It's a chicken and egg thing, isn't it? If your intention, conversation and mindset is to earn a few extra bucks, that is the only thing that becomes possible for you.

I'm going to challenge you right now to open up to bigger possibilities for yourself and your family. Why would you create a limitation for yourself? Why say, "I'm just in this to earn a few extra dollars"? If you shoot for the stars, you're at least going to hit the moon.

You can certainly start part-time and earn some extra money for now. That's a start. But, that had better not be your finish. In the end, you still need to have a millionaire mind. at means having the intention to create wealth. Otherwise you can never have it.

MILLIONAIRE MIND FOR NETWORK MARKETERS

Now, I want you to go to back to the two numbers you wrote down earlier. Here's what I want you to do right now (don't freak out). Add a zero to the end of each number and look at it.

How does that feel? What were you thinking when you first saw it? Were you a little uncomfortable, scared or feeling unrealistic? You may have thought, "I don't know how to do this. Or, "I don't need that kind of money." Or, "I don't want to kill myself over it." Or, "I'm not going to have time for anything else." Or, (hopefully) " This is much more like me."

Whatever you said to yourself is what's called your money thermostat staring you right in the face. It is the only thing holding you back from achieving those numbers.

Declaration time. Put your hand on your heart and say "My goal is to become a multi-millionaire and more." Touch your head and say, "I have a millionaire mind." Remember, you can start part-time and small, but that had better not be your end result

MODEL SUCCESSFUL PEOPLE

The next habit of rich and successful people is that they admire and model other rich and successful people. Unsuccessful people, on the other hand, resent the heck out of them. Poor and most middle-class people often look at other people's success with resentment, jealousy or envy.

Realize this: if you view rich people as bad in any way, shape or form, and you want to be a good person, then guess what? You can never be rich. How could you be something you didn't like?

I want to share a philosophy with you that changed my life. I have a home in Maui, Hawaii. It's a beautiful place. Hawaiians live in the aloha spirit and follow a philosophy from the Huna: *bless that which is what you want*.

If you see a beautiful car, bless that car and the owner of it. Don't negate it. If you see a beautiful house, bless that house. If it's a beautiful mansion think, "What a beautiful home." Bless the house and the owner of the house. If you see a beautiful family, bless that family and the people in that family. If you see a great business going for someone, bless that business and person.

Here's why – anything that you negate, you can never have. I love the people that see a Maserati in the driveway at a restaurant who snicker and say, "Jerk." How do they know? It could be the Virgin Mary in there. They have no way of knowing, but they're already negative towards them because they have a nice car. A kind of person will never have a car like that or become rich because they negate people who do.

Now let's talk about modeling. To model means to emulate or follow someone else's method. Here's a question for you: if you were going to climb Mount Everest, would you try finding your way on your own, or would you get an experienced guide to show you the way and lead you up the mountain? You'd get a guide. Otherwise you'd be dead.

It's no different when it comes to success in any field. Why would you try to figure everything out on your own when you could learn from others that have succeeded before you? That's one of the best things that I see about the network marketing industry. Not only are you able to model successful people but, even better, those successful people will do everything in their power to help you.

MILLIONAIRE MIND FOR NETWORK MARKETERS

Let's get real now. In what other business would people who sell the same thing as you (who could actually be called your competitors), actually do whatever they can do to help you? It would never happen in the normal business world. However, in the network marketing concept, people are paid to help you. The only way for your up-line to succeed is for you to succeed. Your models have a vested interest in being your guide up this mountain.

And guess what? They know the way. How do you know they know the way? It's simple. Look at their income. That's another thing I really admire about the network marketing industry. The incomes are usually very transparent. Either way, we know for sure that there are people making huge sums of money in this industry and probably even in your specific network marketing company.

I know there are a ton of my students in this industry earning \$20,000, \$30,000, \$50,000 or even \$100,000 or more. Not in a year, but in a month. That proves something. It proves that without a doubt it can be done and that there are people right around you who are doing it.

One of the mottos that we use at my trainings is, "If they can do it, I can do it." Do me a favor. Touch your heart and say that: "If they can do it, I can do it." Say it again.

So, what's the problem? Why isn't everyone earning \$20,000 or \$50,000 a month? It's simple. They're not willing to learn the method that earns that kind of money. They have to do it their way, or they're not willing to do it exactly the way they were told and taught how to do it. I am not saying you have to copy every blink the person who's teaching you makes, but when climbing Mount Everest the difference between stepping directly in

your guide's footprint and two inches outside of it could be life and death, couldn't it?

Here's one thing I know. I'm what's called an "in your face" teacher. You might not like it. I'm not here to be your friend. I'm here to be your best friend. The person who will give you a reality check and open your eyes to the things that have been stopping you and that no one else will say to you.

Your way has gotten you exactly where you are right now. If you want something different, or to get to a different place, you're going to need a new and different way. What better approach to get a new and different way is there, than to become an apprentice or model someone who's highly successful doing what you want to do?

That's the beauty of this industry, as far as I can see. It's the only business I know in the world where people can make a ton of money by helping you. That's how they make their money. The better you do, the more they earn. But, there's a catch. The catch is, you have to take advantage of this help. You have to be willing to follow their guidance to the letter and do it exactly the way they tell you to do it until a certain time.

When can you do it your way? It's simple. When you're rich, you can do it your way and not one day before. You see, the road to gold has already been paved for you. People are already doing it. What you do is model those successful people. Do what they teach you to do.

A lot of people want to be a great leader. To be a great leader, you have to start somewhere. To be a great leader, you have to start as a great follower, especially at the beginning of any venture or business. That's how rich people think.

Put your hand on your heart and say, “I admire and model rich and successful people.” Now touch your head and say, “I have a millionaire mind.” Excellent. Great job.

FOLLOW A PROVEN SYSTEM

We’ve been talking about people helping you. That’s the, “*Who*.” Then, there’s the process. That’s the, “*How*.” Here’s the next habit of rich and successful people: they find or create a system that works and then follow it to the letter again and again.

What do unsuccessful people do? They have no system, therefore they are scattered in their actions. Every day they wake up and wonder, “How am I going to get business today?” One day it’s email. The next day, “Maybe I’ll go to the mall and try meeting some people.” The next day it’s, “I’ll make some phone calls.” The next day it’s, “My kids are home sick. I can’t work today.”

There’s inconsistency in what they do, and the result of that inconsistency is inconsistency in their income. The scariest thing in the world is not having a way of doing business, a process or a system that works and that you can count on. The definition of the word “system,” in reference to business, is “a repeatable process that produces a profit.” What’s the keyword? In this case, it’s “repeatable.” That means you can count on it.

Another big problem I can see with people in the network marketing industry, is that they leave the industry because they can’t make it. They can’t count on their income because they never found a system that worked consistently. True or true?

No, it's not true. It's not that they never found a system that worked. It's that they never worked the system that's already been found and already in place. I don't know of one company in this industry that does not already have a proven system that works beautifully. The problem isn't that there's no system. The problem is that the people don't use it even though it's already there and proven.

Again, it's the "I want to do it my way" syndrome. Or, the "I'm not comfortable with doing it that way" syndrome. We've already learned that doing what's comfortable does not lead to rich. What leads to rich is following a proven system.

If you're lucky enough, fortunate enough, blessed enough to have a proven system handed to you on a silver platter instead of having to figure it all out for yourself for the next 10 years, maybe you should take it, use it and say, "Thank you" to those who have put their blood, sweat, time, money and tears into formulating this process for you.

If you're going to get rich, you need to be consistent in your income. Yes or yes? To be consistent in your income, you need to be consistent in your actions. Yes or yes? To be consistent in your actions, you need to follow a proven system. Remember, you're welcome to veer away from it and do it your way at a very specific time. When's that? That's right. When you get rich. Until then, follow the system.

Put your hand on your heart for our next declaration: "I follow the proven system." Now touch your head and say, "I have a millionaire mind." Good job.

BECOME A BIGGER PERSON

Rich and successful people are bigger than their problems. Unsuccessful people are smaller than their problems. The secret to success is not to try to avoid or get rid of your problems. The secret to success is to grow yourself so you are bigger than these problems.

In my live events, I have a little flipchart exercise (you may want to write this down to get the visual, because it's very important). To start, imagine (or draw) two lines side-by-side – each is a scale from 1 to 10. On one side the line is titled, “The size of you,” and on the other side of the scale it says, “The size of your problem.” Let's say you have a Level 5 problem, but you happen to be a Level 2 person. I have a question for you. Is that a big problem or a little problem? That's a big problem.

Let's say you grow and work on yourself, and you become a Level 8 person. Now you look at the same Level 5 problem. Is that a big problem or a little problem? Now you're a Level 8 person, so that's a little problem. Now if you work with us, for example, you can grow yourself to be a Level 10 person. Big problem, little problem, no problem? It's no problem. You don't even look at it as a problem. It's another action. You take care of it and it's gone.

It's not about the size of your problem, my friends. It's always about the size of you. The fact is your wealth can only grow to the extent that you do. The goal is to grow yourself so you can handle all problems that get in your way of creating success and keeping it once you have it. That's why you have to keep learning and growing.

There's a universal principle that says at all points in time, all living things are either growing or dying. If you have a plant at your house and it's not

growing, it's dying. If you're not growing, you're dying. I did not make this up. You can ask any biologist or scientist.

It's easy to say things like, "Be bigger than your problems. Grow." It's easy to talk about it. One of my favorite sayings is, "Talk is cheap." What does that mean? It means that what you say means nothing. What you do in real life and the real world means everything.

My Zen teacher reinforces an important concept. Don't listen to what you say. Watch what you do. That will tell you everything you need to know about yourself.

Now let's get to the core of the issue. I want you to think for a moment. What are you really like when it gets hard out there? What do you do, or not do, when it's going well?

Successful people do whatever it takes to succeed right where they are. What do unsuccessful people do? They do what they always do. They quit or give up. Of course they're not going to call it that. They will say, "I'm making a new life decision," or something to that effect. Do you want to know why? Because it's a lot more palatable to the ego than words like "quit" or "give up."

The bottom line is, it's the same darn thing. You started something with the intention of succeeding at it. You didn't start something with the intention of failing at it. Now you're stopping something before you've reached that success. Like I've said, your mind is really good at tricking you and giving you a logical, reasonable, easy way out. "This business is way too hard." "Nobody likes when I talk about networking marketing." "This company has this problem." "This product is no good. It's overpriced or underpriced." "If I went over there to that business or company, then I could really succeed."

MILLIONAIRE MIND FOR NETWORK MARKETERS

In short, it's the old, "There is better than here" excuse. It's the old, "Grass is greener" syndrome. Here's the reality. If you can't make it here, you're not going to make it there or anywhere else.

Why? It has nothing to do with the company, business or product at all. It has everything to do with you. Don't fool yourself into thinking that you're going to do better somewhere else. You won't because fortunately or unfortunately, you take yourself with you wherever you go. Your mind is going to tell you, "If you just find the right vehicle, business or company, everything is going to work out great." Your mind is lying. Your mind is actually what's preventing your success by taking you out of the present situation, which is the only place you can actually ever be successful.

You cannot be successful in the future. That is not success. That is thinking about, imagining or hoping for success; but that is not success. Success can only be experienced right here right now. That's why you have to overcome the insidious habit of unsuccessful people of leaving when the going gets tough. You do not leave and search for the next green pasture because I assure you that once you get there, you're going to find the brown in that pasture too.

Put bluntly, if you can't make it here, you're not going to make it anywhere else either because it's not about the here or the there. It's about you. Make it here. Become successful here. Then you'll be able to be successful anywhere. It's no greener anywhere else. Trust me. Get an up-close look, and it will be brown because your lenses are brown.

Put a stake in the ground right now right here. This is it. "I create success right here and now."

Let's do that declaration. Go ahead and touch your heart. "I am bigger than any problem. I can handle any problem. I succeed right here, right now." Now touch your head and say, "I have a millionaire mind." Good job.

FOCUS ON SOLVING PROBLEMS

Rich and successful people focus on helping people. Poor and unsuccessful people focus on selling product. Why do you do what you do? Be honest.

Let me tell you this. If it's strictly for the money, you're never going to get truly rich. The greatest secret to being rich and happy is to make your fortune by making a difference in people's lives.

At my courses, people always ask me, "Harv, how do I make more money?" I say, "That is a terrible question because the only people who make money work at the Mint. The rest of us have to earn money." They say, "Okay. How do I earn more money?"

How do you earn money? The definition of an entrepreneur is, "A person who solves problems for people at a profit or for pay." What are you? You are a problem-solver. To earn more money what do you have to do? You have to solve more problems for more people.

What problems does your product or service solve? In addition to the problem you solve with your product for people, if it's in network marketing, you also provide an opportunity for people to earn a living via a part-time income or even an opportunity to get rich.

People ask me all the time about the economy. They say, "Can you really be successful in this type of economy?" Here's the question I have for you. Are

MILLIONAIRE MIND FOR NETWORK MARKETERS

there more or less problems for people in this economy? Most of us will say, “There are a lot more problems.” Right. And since what you do is solve problems, is there more or less opportunity now in this economy for you?

People are hurting right now in this economy. They’re losing their jobs, their businesses and their homes. If they’re not losing them, they’re certainly not doing as well as they used to. Do you have an answer? Can you help solve their problem? In my humble opinion, network marketing might be the biggest opportunity on the planet right now specifically because of this economy. It doesn’t get any better than this for this industry in particular.

What are the other choices? Get a new job? It’s pretty hard to get a great new job these days for most people. Many have been laid off from jobs they had for years. They could open a new business, but these days, that’s even harder.

NETWORK MARKETING VS. CONVENTIONAL BUSINESS

A lot of people think network marketing is hard. I have a question for you. Have you ever tried opening a standard, conventional business that’s not network marketing related? You have to do everything. You have to handle every part of it: Financing, capital, location, hiring, paying of the staff , setting up operations, shipping, legal, marketing and systems. You have to do it all.

What about being in network marketing? What do you have to do there? You open your mouth in some form and tell people about a product you like. That’s it. You don’t have to worry about what 90% of conventional

business owners have to think about, or 90% of the overhead and expenses they have to pay for their business. You just have to open your mouth and tell people about a product you like. The fact is this is probably the simplest and easiest business you're ever going to find.

I'm going to say it again. This is probably the simplest and easiest business you're ever going to find. The best part is you get to solve people's problems with your product, and you get to give them a real opportunity to make a difference in their financial lives. That's important. You get to give them a new chance. You get to give them a light at the end of the tunnel, and they might be in a very dark tunnel right now. You get to give them hope and possibilities. In my view, that's the biggest difference you can make in someone's life. To give them real hope and real possibility.

Whether you realize it or not, I think that's part of your life mission and life purpose. That's part of the mission you're here to fulfill on this earth. I hope you'll agree that's an important one, and focus on that. Focus on really helping people and coming from what's best for them. Don't focus on, "How much product can I sell today?" Remember, money is a result. If you truly help people, the money will start to come to you. If you truly help a lot of people, a lot of money will start to come to you.

HELP. DON'T SELL

I want to give you a little secret that I share in my live seminars. I think it's going to change your life. I want you to write down in big capital letters the word, "SELL." Now cross it out. I want you to replace it with the word, "HELP." Take the word, "Sell" out of your vocabulary. You don't need it. From now on, you don't sell anything, any product or anybody. From now on, you

MILLIONAIRE MIND FOR NETWORK MARKETERS

only help people. That's going to put your focus in the right place, and it takes the, "I don't like to sell" issue out of the whole picture.

You do your best to show people how you can solve their problem and help them. Then it's up to them. If what you have doesn't really help them, that's fine. There's no use pushing it. Don't try to push it on someone it's not going to help. If it's not the right timing for them, fine, no problem.

It's no problem because you're not trying to sell them anything. You're only trying to help them. If they can't be helped by it or they don't want to be helped by it, you just say, "Okay. Let me see if there's somebody else I can help." That's all.

Don't people need financial security, freedom and opportunity? If they feel that way, that's great. If you can help with that, that's great. If they don't, that's no problem. Someone else will feel that way.

Whatever product you have, whether it's something that helps them with their health, wealth or life in general, if you can help them, help them. If you can't, move on to another person you can help. You say, "Okay. I'll try somebody else." The bottom line is you get great at what you do and you help a lot of people. As a side benefit, you're going to get rich.

Put your hand on your heart and say, "I get rich helping people." Now touch your head and say, "I have a millionaire mind."

USE LEVERAGE

Another truth is that rich and successful people use leverage. Unsuccessful people only use their own, very limited, energy.

What's leverage? Buckminster Fuller defined it as, "Doing more with less." It comes down to doing things in a way or order to be most effective. It means you can get more done in less time. You can get more results with less time, energy and effort. It means you control a lot with a little. Leverage is all about working smarter.

How does network marketing fit into this? It's simple. The entire industry is built on the principle of leverage. Where else can the little guy, without \$1 billion to spend on advertising and distribution, get their product or service out to hundreds or thousands of customers every day?

Because of that and the structure of the compensation plan that's involved in network marketing, where else can the little guy earn hundreds or thousands of dollars every day even while they're sleeping?

You have to get this because network marketing might be the epitome of leverage. This is the most important principle that almost all rich and successful people have in common. Leverage is the difference between working harder and working smarter. It's the difference between positively affecting and solving problems for more people instead of fewer people.

Do you want to help more or fewer people? You're supposed to say, "I want to help more people." That's great. Can you do it all on your own? Maybe. But, you only breathe 24 hours a day. That's all you get. You're limited in the scope of how many people you're going to help solve a problem for because

MILLIONAIRE MIND FOR NETWORK MARKETERS

you're limited in what you can touch and what you can do unless you have other people helping you.

It looks like having dozens, hundreds or thousands of people in your down-line, doing what you're doing and getting your solution to countless other people. Leverage is also the difference in being paid only for your time, which is very limited and will keep you broke, versus getting paid for the value you deliver without limits, and allowing everyone a chance to get rich.

The bottom line is that network marketing is the ultimate form of leverage and its how just about all rich and successful people operate. Leverage is the ability to do more and affect more people with less time and less energy. To me that's a very good and positive thing, and something you should be proud of.

Next time anybody gives you grief about network marketing, I would ask them if they have a problem with you adding a thousand times the value to the world than you could do on your own. They're going to say, "What are you talking about?" You explain leverage, creating your "in" to talk to them about what you do.

Put your hand on your heart, please, and say, "I use leverage and do more with less." Now, touch your head and say, "I have a millionaire mind."

WHAT'S YOUR MONEY THERMOSTAT SET TO?

The next concept is quite literally the difference between being broke and being wealthy forever.

Rich and successful people are hardwired for financial success. Poor and unsuccessful people are hardwired for financial struggle.

I'm well known on television for making the following statement, "Give me five minutes with anyone, and I can predict their financial future for the rest of their life." How? In a short conversation, I can identify something called your inner money thermostat.

Each of us has an inner money thermostat already ingrained in our subconscious mind. My friends, it is this thermostat more than anything and everything else combined that will determine your financial life. It is the root.

You can be the best businessperson, negotiator, marketer or salesperson. You can be the best communicator, the best manager or the best at your job. You can know everything about stocks, real estate and bonds. You can know everything about network marketing and sales, but if your subconscious money thermostat is not preset for a high level of success, you will never amass a large amount of money. If by luck you do, you'll somehow manage to lose it.

I believe we all know a gentleman by the name of Donald Trump. Here's a multi-billionaire who loses everything. Two years later, he's got it all back again, plus more. Why? It's because his money thermostat is set for high.

MILLIONAIRE MIND FOR NETWORK MARKETERS

On the other side of the coin, we've all heard of lottery winners. They win \$5 million, \$10 million and \$100 million. Five years later they're all right back to where they started. Half of them are anyway. Why? It's because their money thermostat is set to low.

How is your money thermostat formed? It's based primarily on the information or programming you received in the past, especially as a young child. Remember, you came into this world as a blank slate. Your mind was empty. On Day One it started getting filled up. But, by what and whom? Who are the primary sources of this informational programming? They are parents, siblings, authority figures, teachers, religious leaders, media and culture.

The fact is that we were all taught how to deal with money, and often by people who either didn't have a lot of money, or had a lot of emotional issues, negative beliefs or negative habits around it. Their ways of thinking and being were ingrained in us and became our unconscious, automatic ways of thinking and being. The information that they gave you is now hardwired into your mind and into the cell of the memory. You make decisions based on that information.

Is it supportive? How do you know if your money thermostat is set for high or low? That's simple. Look at your results. That will tell you everything.

NUMBERS DON'T LIE

Look at your income. Do you earn \$25,000, \$50,000, \$100,000, \$500,000 or \$1 million? Do you work all hours of the day and night or do you have a nice balance in your life? Is your income consistent or inconsistent? These are all determined by your money thermostat.

Are you a spender or a saver? Are you a good money manager or poor money manager? Do you pick winning investments or losers? Do you pick people to be with you who are winners or losers? Do you worry about money a lot or are you easy going? Everything financial is determined by your money thermostat.

In the same way that you have a set point when it comes to your weight, a place you keep coming back to, you have a set point when it comes to your money.

Put it this way: If the temperature in the room is 72 degrees, chances are really good the thermostat is set for 72. Here's where it gets interesting. Is it possible that because the windows are open and it's very cold outside that the temperature in the room could drop to 65 degrees? Yes. What will eventually happen? That thermostat will kick in and drive that temperature right back to 72 degrees. Is it possible that the windows are open and because it's very hot outside, the temperature can go up to 77 degrees? Of course it can. What will eventually happen? The thermostat will automatically kick in and drive that temperature right back down to 72 degrees.

That means the only way to permanently change the temperature in that room is to change that thermostat. It's the same with you. The only way to permanently change your financial life is to change your financial thermostat.

Unfortunately, your current money thermostat will tend to stay with you for the rest of your life unless you identify it and actually go in and reset it. You have to change it.

So how do you do that? First, resetting your thermostat requires more than reading this special report. Although you are now probably more aware of some of the issues that have been limiting your success, I can promise you two things:

1. We've barely scratched the surface when it comes to the inner blocks that are keeping you from the financial success you want. The beliefs and habits that determine our wealth are often deeply buried in the subconscious mind.
2. Awareness is one thing; changing is another. Being aware of non-supportive habits and limiting beliefs isn't enough to raise your inner money thermostat. To program yourself for new levels of wealth, you have to reset your body and mind at a cellular level. Think of it this way: if a warning light started flashing on your car's dashboard, you wouldn't merely open the owner's manual to identify what the light meant and then be satisfied with knowing what the problem was, right? You'd have to take it to the mechanic and get it fixed before it will run properly.

The good news, though, is that once your inner money thermostat is reset, it will automatically keep going back to a higher level of success. Have you ever heard of something called the "Midas touch," where everything a person touches turns to gold? That's nothing more than a thermostat that's set for success.

SURROUND YOURSELF WITH SUPPORT

A second important thing you can do if you are serious about raising your inner money thermostat is surrounding yourself with more people who understand your commitment to growth and support you. There's nothing worse than completely changing how you think about money, wealth and yourself, and then coming home and having other people want to stomp all over your brand-new seeds and roots. It's like going on a diet and then having your mother or spouse offer you a piece of chocolate cake.

Sometimes the people closest to us rain on our parades because they truly believe they are doing what's best for us by being completely honest and realistic (in their minds). What's really happening is that they are revealing what their subconscious programming is. When we start to make big changes and grow quickly, sometimes the people in our lives can't keep up and feel like they are being left behind. They get negative and say whatever they think they need to say to bring you back to *their* comfort zone.

Remember that in the network marketing industry, your success is dependent on the success of your team and if they have an inner money thermostat set for low, it's going to hurt your own chances for success.

Your down-line, and frankly your up-line, need to have their thermostats set for high and then your results will automatically end up high. Start by sharing this report with them, and then, if you're ready to really start working for a higher level of wealth, invite the people in your up-line and down-line to work with you to consciously raise your inner money thermostat.

MILLIONAIRE MIND FOR NETWORK MARKETERS

If you want to learn more about raising your financial thermostat I suggest you google T. Harv Eker on your own.