

February 2010: Be Successful in 2010!

I want you to think about what you want to accomplish in 2010 in order to truly be successful. That's right, visualize your goals and write them down.

Remember this: you are learning right now the secrets of the rich and famous. Do you know what Madonna did all the time before she became a worldwide superstar? She visualized herself singing on stage in front of thousands of people. Do you know what Arnold Schwarzenegger did to become a worldwide movie star? (Remember, we are talking about a bodybuilder with no acting experience and a distinct accent that made him sound funny when he spoke.) He visualized every day in his mind that he was already the world's number one movie star as if it had already happened. Visualization.... this is where it starts.

Are you going to take advantage of this secret and make it an ingredient of the success that you will achieve in 2010? Only you know that answer.

Have you got written goals that contain your wish list for success in 2010? If you have, you have done what 97% of the people in the world never do.

Now let's get into the process of putting the actions into place which will result in you

reaching your goals as defined on your wish list.

(a) You need to define the items on your wish list in a more specific way. Here is an example: Let's suppose that one of your dream list items was a new car. Define the details of the car of your dreams. How big is it, four doors or two, what colour is the outside, the inside? What kinds of accessories do you want for your car? Create a separate group of blank pages for each item in your wish list here you can write all these things down.

(b) Determine what the time line is for reaching your goals in your wish lists and set specific deadlines for each goal. Using the example listed above you would write down the date that you want to buy your new car.

(c) Identify any obstacles that may stand in your way, list them, and state how you plan to overcome them. You will have stumbling blocks along the way - you need to consider them now so you can plan how to overcome them.

Continued



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Testimonials

Dear Brian,

Thank you for the time we spent working together.

Your skills in marketing and promotions have helped my business grow.

Sales are up and profit has never been better.

Your key points of cash flow, profit and staffing has enabled my business to prosper and develop into a highly sort after practice.

Thanks Again,
Victor

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(d) Make a list of the people and/or organizations who will help you reach your goals. **Here is where most people fail.** You need to start bringing resources to your aid to guarantee your success. In the example above you would make a list of car companies, mortgage companies, insurance companies, etc. Go to a bookstore or library and borrow or buy books that tell you exactly how to buy a car for little or no money down, or how to negotiate the best deal. Many interstate car companies will deliver free anywhere in Australia, so don't just accept the price from the local dealer. This is an extremely important part of the process which most people do not do. No matter what your dream goal is, there is someone who has spent years of their life writing about how to reach it. You can bring years of their experience to your aid and, other than visualizing your goal every day, this will help you reach your goal more than any other thing you do.

Does all of this really work? **YES**

Wishing you Continued Success!



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Testimonials

"Thank you for your time this morning, I think you raised some every good points and have highlighted some areas of my business that I need to priorities take a look at."

Adam Jackson
Aussie Home Loans

"Focused Fluent and useful, thank you"

K. Hoff Hoff
Financial Solutions.