

DEVELOPING
A

SUCCESS
MIND-set

in

7-easy steps

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“Developing a Success Mind-set”

7-part Series

Part 1 – **Getting Clear About What You Want**

Thank you for requesting our free success e-course! In the next few chapters we are going to share some helpful tips for developing a success mind-set that can be applied to **any goal**. Throughout the duration of this course, you will develop the focus and courage to reach ever higher levels of success – even if you have never been successful at anything before.

Contrary to what you may have been taught about success, it is largely a process that begins and ends in your own mind. While your actions and outer circumstances undoubtedly have an impact on your progress, success is not so much about “what” you do, but **HOW** you do it.

If you begin by changing your thoughts, your actions will be more focused and your results will be in line with what you want.

The first step is to figure out what you want to be successful AT. You may think it doesn't matter which path you choose, that you can be successful at anything. You're not completely off the mark with that belief.

It is possible to become successful at nearly **anything you do**. In fact, you may know people that seem to have a magic touch – practically everything they do is a roaring success.

- ❖ They seem to effortlessly attract amazing opportunities, while you brood jealously from the sidelines.
- ❖ They have no trouble making loads of money, while you agonize over paying your basic expenses.
- ❖ They have a genuine zest for life, while you feel lost and confused much of the time.

How do they do it? What do they have that you don't?

The answer may surprise you.

They know who they are and what they really want!

Even though I just confirmed it's possible to become successful at anything you do – it is **MUCH MORE LIKELY** that you'll become successful at something you truly **ENJOY**.

The successful people in your life have developed a strong relationship with themselves, become very clear about their passions in life, and made the choice to follow them with enthusiasm. They don't have to force themselves to work on their goals each day. They look forward to it!

The results speak for themselves. These people **AUTOMATICALLY** attract lucrative opportunities, wealth, and

even more passionate endeavors to dive into. It doesn't seem like work to them because they are having the time of their life!

Take a moment to review your past endeavors right now. What goals have you set in the past, and how did they turn out? Were you successful?

Were you working toward something that wasn't right for you because someone else was achieving success doing the same thing? Did you let your parents or teachers talk you into a certain career because it paid well or offered "job security"?

How did it turn out for you?

You may notice something important as you complete your review: even if you were able to achieve a certain level of success at something, it didn't matter if you weren't happy doing it!

It's Not About the Money

I remember back in the 1990's when I obtained my first high-paying job. I was thrilled and eager to prove myself to my superiors. I dove into the job with gusto! I worked hard and made great strides and definitely impressed my bosses – but within a few short months, I was miserable. The job had become a supreme bore and I had to force myself to show up for work each day. In no time at all, I realized that the money I was earning couldn't justify the sense of emptiness and frustration I endured on a daily basis. It just wasn't worth it!

Perhaps you've had a similar experience? If so, you've quickly realized that money is nothing more than the icing on the cake.

**The true essence of success is doing what you LOVE.
Prosperity is a naturally-occurring BENEFIT.**

If you want to be successful, take some time to get to know yourself. Figure out what you really feel passionate about. Don't look only at the activities themselves, but the underlying essence of what they involve.

For example: you may love sports, but you're not really sure why. Look at the various aspects of sports-related activities and consider which of them appeal to you most. Do you love the thrill of competition, the challenge of strategy, the spirit of teamwork – or perhaps the sense of accomplishment that results from honing your mind and body into a fierce athletic machine?

When you understand what you feel passionate about, what you really want, and WHY, you will be heading in the right direction.

The next important step is to plot your course and plan your strategy, which we will cover in the next step.

Part 2 – **Plotting Your Course and Planning Your Strategy**

In the last step we covered the importance of figuring out what you really want and discovering your true passions.

Are you feeling a bit clearer about what you REALLY want? If not, take a little more time to get clear about your passions. Trust me, it is time well-spent! You can't get where you want to go if you don't KNOW where you want to go!

Once you have an objective in mind (whether it's a new career path or a personal goal), you need to figure out the simplest and most effective way to achieve it.

That means creating a solid plan, identifying key action steps, and planning for the unexpected.

STEP ONE: Breaking it Down Into Smaller Goals

Everything we build in life needs a foundation. Whether we're constructing a physical building or a new attitude, we need a solid base upon which to build.

If your new goal is to create a lucrative career as a professional singer, you need to know where to start. You might ask yourself questions like these:

❖ Do I already have the skill and talent needed?

- ❖ Have I had any formal training?
- ❖ Do I need formal training?
- ❖ Have I practiced enough to be a professional singer?
- ❖ Do I have any connections in the music industry?
- ❖ How can I get my music out there so people will know about me?

The answers to these questions will determine which smaller goals you should work on first.

- ❖ If you have no formal training as a singer, you might consider taking voice lessons.
- ❖ If you need more practice, you can set a schedule to refine your talent daily.
- ❖ If you are already practiced and trained, you can explore ways to get your music out in the public eye, or network with professionals in the music industry.
- ❖ If you are already networking with others, you may want to have a demo tape made so you have a way to promote yourself.

STEP TWO: Identifying Key Action Steps – and Taking Them!

Once you've broken down your larger goal into smaller ones, you should see a clear series of actions that you need to take in order to achieve your goal.

Most often, these steps already have an obvious order. For example, if you have no formal training as a singer and you haven't practiced much, you would be wise to work on those

aspects of your plan before you try to get your music out to the public or network with people in the music industry.

Simply keep things in order and you will steadily and surely move toward the achievement of your goal.

However, be sure you are working on the FOCUSED action steps that count. Don't let yourself be sidetracked by procrastination or fear.

STEP THREE: Planning for the Unexpected

While you're identifying your key action steps and forming a plan to tackle them, you may also want to give some thought to obstacles that may pop up – and alternate plans to work through them.

Here's a good way to do this: consider one step of your plan. Think about the possible complications or obstacles that could arise from taking that step. Then come up with additional steps you can take to overcome those complications.

Example: One step of your plan involves getting your music out to the public. You decide that getting a job singing at a local establishment would give you some good exposure. But what will happen if you can't get a local singing job? By thinking ahead, you can come up with alternate plans, such as building a website with audio clips of your music, gathering other musicians together and renting a space to hold an informal musical event for your community, or researching local establishments that have open-mike nights.

You don't have to give this stage of planning an excessive amount of thought, but try to come up with a few different options for every stage of your plan. Then if you encounter obstacles, it's a simple matter of shifting gears and moving on to Plan B without a hitch.

Believe it or not, that's important. Too many goals are easily derailed when obstacles appear and the goal-seeker doesn't know what to do, so they do nothing. They give up. Don't let that be you.

To help you stay on track and complete your goals I recommend this goal setting software. [Click here](#) to access it now.

Next we will take a look at the power of beliefs and the role they play in your day to day experiences.

Part 3 – The Power of Beliefs

Now on to step 3 of our Success e-course, and it covers an important part of success – understanding how your beliefs impact everything you do (or don't do).

You may wonder what beliefs have to do with anything. They're just thoughts after all, right?

Yes, beliefs are indeed thoughts, but they often determine your actions and reactions – and they have the power to hold you back from doing what will make you happy.

For example, let's imagine that you have a belief that you don't deserve to be happy and successful. Such a belief would cause you to subconsciously sabotage any plans you make. Or it could cause you to not try at all because you believe it would be a waste of your time and energy.

But that's not the only way beliefs can hold you back. Imagine that you have a belief that nothing will come easy to you in life, and you will have to work extremely hard to make even a tiny bit of progress. Perhaps a parental figure passed this “gem” on to you, and you simply believe it without question. What might this type of belief do?

First, you may find yourself resisting any opportunities that seem “too good to be true” simply because you don’t believe that good things will happen to you “just like that”. You might also feel inclined to refuse any offers of help that come to you from other people, even if you really want help. You might even go so far as to subconsciously CREATE obstacles and difficulties along the way, just to “prove” to yourself that your beliefs are true.

This may sound far-fetched, but the mind works in mysterious ways! It’s amazing how easily we can trick ourselves into believing something, and how fiercely we will defend our beliefs when they are challenged – even by ourselves.

How do you know if you have subconscious beliefs that might be holding you back?

One simple way to find out is to grab a sheet of paper and a pen, and start writing statements like these:

“I deserve to be successful and happy.”

“Success comes easily to me.”

“I find it easy to make substantial amounts of money.”

“I encounter opportunities wherever I go.”

“I am completely in tune with my passions.”

“I am clear about what I want in life.”

“I am ready to tackle any challenges that I may face.”

“I believe in my ability to create the success I desire.”

Then take a look at what you wrote and as you read each statement, pay attention to how you feel inside. If any statement

conflicts with one of your existing beliefs, you will feel a twinge of guilt or fear inside, as if you are **lying**. It may be subtle, but if you pay close enough attention you will feel it.

Make a checkmark next to any statement that doesn't feel true to you. THOSE are the beliefs you need to work on changing if you want to make any progress.

How do you change existing beliefs? You replace them with more empowering beliefs.

Let's use this statement as an example: "I am ready to tackle any challenges that I may face."

If, when you read that statement to yourself you feel uneasiness or dread, then you know you have a doubt about your ability to handle challenges. Your job is now to convince yourself that you DO have the ability to handle challenges.

Think back to any challenges you have faced in your lifetime. How did you handle them? Did you buckle down and do what needed to be done, or did you cave under the pressure? If you can recall even one challenge that you were able to handle and overcome, you have solid footing to change your belief!

You simply need to keep convincing yourself that if you handled one challenge successfully, you can handle others. The more frequently and passionately you can reinforce this concept in your mind, the more quickly your underlying belief will change.

But what if you can't recall any challenges you've overcome successfully in the past? Is it time to give up? Not yet! Instead, think about opportunities to tackle a challenge now. Pick one simple thing that would be challenging for you, and do it! That may sound intimidating, but you may surprise yourself. Most often, we are capable of MUCH MORE than we give ourselves credit for. You won't know until you try.

After you handle even one small challenge, you will feel your confidence growing and you'll be eager to take on more.

Remember that changing your beliefs is a process but if you keep at it, it won't be long before you start to notice a big change in your attitude. And like so many other things in life, the more you practice the technique, the better you'll get at it.

Tune in to the next chapter when we address something you're probably all too familiar with – self-sabotage.

Part 4 – **Stopping Self-Sabotaging Behaviors**

Hopefully by now you are feeling much clearer about what you really want, you've come up with a solid plan to achieve it, and you have been evaluating your beliefs in an effort to build your confidence.

Today we're going to cover some common problems that could derail your plans if you're not mindful of them: self-sabotaging behaviors.

Have you ever done something that caused big problems for you and seemed to be in direct opposition to what you thought you wanted? Like consistently shown up late for work even though your boss warned that you were treading on thin ice? Or perhaps you kept feeling compelled to eat junk food even though you were trying to lose weight and get in shape?

Why do we do these things? You would think that setting a goal and creating a plan would be enough to get us where we want to go, right? Not necessarily.

As we discovered yesterday, sometimes our subconscious minds can work against us, even if we consciously believe we want something. There are many possible reasons why we do this, but they most often involve a fear or an ingrained habit.

Take a look at these behaviors and ask yourself whether they have ever derailed your plans:

Procrastination:

If you've ever found yourself holding back on doing something even though you kept telling yourself you really wanted to do it, you were procrastinating. You may have felt drawn to watch endless hours of television, or felt compelled to suddenly clean out your basement, or caused dramatic episodes with friends and family members for no apparent reason – all so you wouldn't have to work on your goals.

You were trying to distract yourself. Why? Believe it or not, procrastination usually has little to do with laziness and more to do with avoidance. Most often, you are trying to avoid an underlying fear or resistance that you don't feel ready to handle.

Ingrained habits:

No matter how fired up you are about your goals, your old, ingrained habits can seem as solid as concrete. The biggest mistake we often make is underestimating the amount of energy and effort that will be required when we first start making changes. We're used to doing things a certain way and if we try to change those comfortable old routines, we feel nervous and out of place.

In order to become comfortable with new habits, you need to stick with them long enough so that they become second nature.

Remember, that's how you got comfortable where you are – even if it's not exactly where you want to be.

An incredible amount of focus and willpower may be needed in order to change your old habits, but eventually they will become as solid as concrete too.

Learn to recognize the signs of self-sabotage:

The greatest gift you can give yourself is self-awareness. The subconscious nature of self-sabotage is what makes it so difficult to recognize, but with enough honest introspection you will begin to understand yourself better. When you do, you will be able to tell when you are working in opposition to your goals. You'll be able to tell when you feel fearful and hesitant about stepping out of your comfort zones. You'll recognize avoidance behaviors and take steps to turn them around immediately.

You may think it sounds too easy, but it really IS simple. You just have to be willing to pay attention, overcome fear and continue along the path to success – no matter what it takes.

To help you change your old habits and self-sabotaging behavior I would recommend you sign up for 6 minutes to success. Click here to check it out. [6 minutes to success](#)

In this fifth chapter we're going to cover another important component of success – FOCUS.

In the meantime, happy self-discovery!

Part 5 – **A Laser-Sharp Focus**

In the last step we revealed some common self-sabotaging behaviors and gave some helpful pointers on how to recognize and overcome them.

Today we're going to cover another very important part of success: **FOCUS**.

Have you ever had trouble staying focused? A lack of focus can best be described as a state of confusion, uncertainty, and impotency. When you aren't focused, you kind of drift aimlessly along, not really sure what you want to be doing, or how to do it even if you had a clue.

It's easy to set goals and form plans. It's easy to say we're going to do something, but how many of us actually follow through?

FOCUS is necessary if you want to become more successful at anything in life. What do I mean by focus? I mean being able to stay on track with your goals and the action steps that will help you achieve them.

In order to stay focused, you will need to be consistent with these 3 things:

- 1) Know where you are going
- 2) Know how to get there
- 3) Do whatever it takes to get there

Now do you see the importance of knowing what you want and forming a solid plan? Without those first two steps, staying focused would be nearly impossible.

The two biggest threats to your ability to focus are:

Distractions:

All of us have distractions in our lives. Whether they are external (other people, televisions, computer games, outside noises like sirens and traffic) or internal (negative thoughts, fear, confusion) – it is up to us to overcome them. Distractions can be aggravating for sure, but they can also serve as a convenient excuse to stop trying.

Do yourself a favor: be firm about minimizing distractions as you work on your goals. You may need to wear earplugs to shut out excessive noise, or have a talk with your family members and ask them to support you in your goals. You may need to decide to steadfastly ignore the critical voice in your head that utters messages of failure and doom. You may need to set a new schedule to allow yourself some quiet time each day.

Do whatever is necessary to take charge of your own success. Choose to become immune to distractions as much as possible.

Remember, they become a problem ONLY when you allow them to take over.

Lack of commitment:

If you're not fully committed to your goal, you will find it much more difficult to stay focused. You'll be easily thrown off-track by self-sabotage, distractions and more. Without commitment, you simply won't put forth your best effort!

Right now, before you read any further, make a promise to yourself that you will do whatever is necessary to reach your goals. Vow to courageously face any challenges, take bigger risks, and believe in your ability to succeed.

Decide that no matter WHAT happens, you will keep moving forward, keep learning and growing and developing yourself as a person. Vow that you will develop and hone a laser-sharp focus that never deviates.

With that type of attitude, you will become unstoppable!

Tune in to step 6 when we talk about another crucial aspect of becoming successful, having patience.

Part 6 – **Patience to See it Through**

This is part 6 of our success e-course, and we're going to delve into a topic that many people struggle with: having patience.

In this modern age of instant gratification, it's difficult to wait for something you want, isn't it? We're used to moving at a fast pace and having our needs met immediately.

Moving through a process of growth and development seems to take forever. We want to reach our goals NOW, not later. We want to be successful NOW, not later. We don't care how we'll feel LATER, we care about how we feel NOW!

The important thing to understand about patience is that it's **all in your head**. It's only your perception of lack in this moment that keeps you feeling impatient!

Let me explain. When you feel impatient about getting something you want, you are focusing on the condition of **lacking** what you want. Lack is an uncomfortable feeling, so you feel a sense of urgency to eliminate it. You want to hurry and satisfy your need so the need will disappear.

But it's not the lack that actually makes you feel uncomfortable – it's the belief that you need “something” to make you feel whole and complete and happy. In this case, achieving your

goals and becoming successful will make you feel happy, so you naturally want it to happen immediately.

Since it is virtually impossible to snap your fingers and change your circumstances just like that, allow me to offer some other suggestions for easing your sense of lack:

Set reasonable expectations:

Your expectations can often get you in trouble by setting you up for disappointment. Even though you know it's not likely that you'll achieve your goals without investing some time and effort into the process, you still have a secret expectation that you'll see results very quickly. When it doesn't happen, you feel let down and angry. Don't do that to yourself!

Instead, lower your expectations a bit. Rather than expecting overnight miracles, expect to keep making steady progress. Rather than expecting to transform yourself into a different person right away, expect to feel more and more confident each day.

If you pay more attention to the progress you're making than the progress you're NOT making, you'll find yourself feeling much more positive and self-assured.

Celebrate small victories:

If you focus ONLY on the big goal at the finish line, you will miss out on many moments of joy and satisfaction between now and then.

Make a point of celebrating the small victories you achieve on a daily basis. Did you face a fear and take action anyway? Did you set aside time to work on your goals? Have you been working consistently on building a more positive outlook? Feel good about it! Allow yourself to feel a sense of accomplishment about even the smallest forward strides.

Enjoy the process:

Imagine taking a trip around the world and keeping your eyes closed the entire time. What would you miss? What would be the point of taking a trip like that in the first place if you didn't bother to take in the beauty around you?

Yet, that's exactly what many of us do when we take an inner journey. We keep our eyes squarely on our destination and miss out on the journey itself.

Instead, make an effort to enjoy the process of growth. Enjoy the sensation of growing more fully into the person you were meant to be. Enjoy every step you take and the final step of your journey will be that much sweeter.

Patience can serve you in many other ways too, but most importantly it can make your journey to success much more enjoyable. It's worth the effort, don't you think?

Tune in to step 7 and we'll address another crucial part of success – perseverance!

Part 7 – **Perseverance at all Costs**

We hope you've been enjoying your success lessons so far. By now you know the importance of getting clear about what you really want, forming a detailed plan, and evaluating and improving your beliefs. You know how to overcome self-sabotaging behaviors like fear and procrastination, and you understand the importance of staying focused and patient.

Today we'd like to address the ONE THING that can make or break your journey to success: PERSEVERANCE.

“Great works are performed not by strength, but by perseverance.” Samuel Johnson

Be honest: how many times have you given up in the past? Once? Ten times? Dozens of times? You are not alone! Each of us has at some time ended up feeling like we were fighting a losing battle and thrown down our sword.

As you well know, giving up means admitting defeat. It means failure. No one likes to think about that, but it's true.

Have you ever asked yourself what might have happened if you'd continued on instead of quitting? Would you have been successful eventually? Did you give up too soon, or was your goal really not meant to happen?

Imagine running a marathon and getting mad because the finish line still hasn't appeared. So you sit down, take off your running shoes and brood. It sounds funny, but that's what many of us do when pursuing our goals.

And in that little example is a hidden gem of wisdom: **we give up because we can't SEE the finish line, so we mistakenly assume it doesn't exist.** We throw our hands up in frustration and quit.

If you can change this ONE TENDENCY, your life will never be the same.

Perseverance literally means: TO PERSIST IN SPITE OF DIFFICULTIES. It doesn't mean persist until you run into an obstacle, or persist until it becomes easier, or persist only when you feel like it. It means keep going no matter what. No matter how rocky the road becomes, you just keep moving forward.

What will determine your willingness to persevere? How badly you want your goal. If you're not willing to persist in spite of difficulties, then perhaps your goal isn't as important as you think it is. Perhaps it's not what you really want, after all. Only you know for sure.

If your goal is vitally important to you, you will do what it takes to achieve it no matter what obstacles you may encounter.

Make the choice to succeed, moment by moment:

We've covered a lot of material in the past 7 steps, and hopefully you've had a few epiphanies along the way.

When it comes right down to it, success is a choice, just like failure. It's not a choice you make just one time either; it's a constant, ongoing series of choices you will continue to make for the rest of your life.

The results you get will be in direct proportion to the effort you give. Your journey won't always be easy, but will it be worthwhile? Again, only you know for sure.

Wishing you endless success in whatever you do,

Eric Zimmerman

Links to programs that were mentioned.

1. [6 minutes to success](#)
2. [Goals on track](#)

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