SELF HELP AND BUSINESS

THE 4 BIG QUESTIONS

HOW TO REBUILD YOUR 6 FIGURE BUSINESS,
STARTING WITH YOUR EMOTIONS



DO YOU SEE HOW THEY TREAT YOU?



WHY AM I BACK AT THE SAME PROBLEM AGAIN?



HOW LONG CAN YOU KEEP THIS UP?



ARE YOU READY?

SCOTT LAWRENCE



I'm Scott Lawrence, Hypnotherapist, Lecturer, Business Coach, Speaker, Writer and Australian Grown Entrepreneur and contributor to this wonderful industry.

I've been blessed to have seen over 4,000 clients since 2010, appeared frequently on national radio and worked with some of the greatest individuals in our industry.

Have the past few months felt harder than usual?

Are you possibly a bit burnt out, angry, worried about finances, a little hurt maybe?

Do you want things to turn out, but finding it hard to find faith in the future, the world and in your fellow human beings at times?

Are you ready to rebuild your emotions and your money from the ground up, no matter where you are right now?

You may be pleased to know 3 things.

1. **It's not your fault. (Seriously, there's a reason for this)**
2. **You're not alone, the world is changing fast. (This is partly why it's not your fault. The rug has been moved from underneath your feet.)**
3. **And finally, there is a path forward for you that starts with 4 big questions.**

Can you see how they're treating you?



If you're feeling any of the emotions that I'm guessing that you're feeling right now, then let me have a go at guessing a few important details about your personality and what's been going on for you recently.

1. **You love to learn** – You have a long history of loving people and loving psychology. However recently this has been wearing a little thin. As you keep seeing the same old information repeating in your news feed while your problems haven't slowed down even 1%, hearing about NLP, Manifestation, Trauma Therapy and Business Coaching is just background noise, or cause for more irritation now.

2. **You're a loving, caring soul who wants to help the world** – But lately people have been letting you down, misunderstanding you and even making you doubt yourself.

3. **You're pretty unsure about the future** – But you keep pushing through. Each month is getting harder and you're second guessing your business and yourself.

It's OK to feel that way,
But let me tell you a story.

It will Make You Feel Better and Give you a Tool to Improve Your Situation.

Think of a pack of hyenas that find a lone stray sheep.

The sheep is lost and can't find it's herd. The hyenas don't attack straight away. They circle the sheep and laugh at it. They play games with it. They lower the confidence of the sheep. They practically hypnotise the sheep into freezing, and then they attack.

Now imagine that the Sheep evolves to be able to use the Internet to start their own business as a 'Positivity Coach'. The lone sheep posts online about their new exciting business, and the hyenas log onto Facebook and start laughing at the sheep. The hyenas type in the comments section, "Haha, this sheep thinks they're an expert. What an idiot. Hahaha."

The sheep gets scared and knows that they're about to be eaten, so they delete their post on Facebook and never post about their business again. Other coaches talk to the sheep, but the sheep keeps saying "The hyenas will eat me." Finally, another coach comes along and takes the sheep to a mirror and says, "Look at your face. You're not a sheep. You're a Lion. You could eat those Hyenas if you would just remember who you are."

Click on the Image to see Day 1 Training – Rebuild Your Business



The Ego isn't there to improve your survival by the rules of the world today. The Ego is still playing old rules from a world that no longer exists. Today, trolls can't kill you. Trolls can't hurt you. People not believing in you isn't a threat to your survival, but it used to be.

There was a time in a world where you needed to fight off or flee from anyone who disrespected you. It used to be a good sign that if somebody was teasing you, that if you didn't physically beat them or run away, that you would then get robbed, injured, or killed. But that world is long gone. And the troll on-line who insults your business ad isn't going to cause you any harm at all. My advice is to ignore what people think about you. You are a Lion, not a sheep.

Day 1. The Shift of Perspective.

a.) Express yourself naturally, as well as any frustrations. Get it all out. What has been bothering you?
b.) Find the higher perspective so that you don't take it personally. Set your self free to see that the trauma that you had carried around for so long was never your fault.
c.) And of course, posting your healing song in the group

Why am I back at the same problem again?



If you've celebrated on pay day, or while the traffic was good, the clients were coming, only to stress out when the clients seem to dry up for months, cycling from happy to sad at the mercy of circumstance when you may be in what we call business purgatory.

If you keep re-living problems that you've already solved in your business, then it's probably because you haven't taken the necessary steps to switch from seasonal traffic to campaigning, your prices are too low, your clients aren't coming back for enough repeat sessions and your sales decrease as you become tired and worn out.

There's a way out of this mess, but it takes work, skill development, multiple attempts at getting small parts right and a bias for action.

In the last section, we showed you that you are really a Lion, that had been told that you were a sheep. Remember that Lions are jungle royalty. Lions are in charge, but they can also spend up to 21 hours per day resting and sleeping.

The problem with your plan forward into freedom is that your brain isn't designed for long term strategies. It's designed to make small, quick wins. Your freedom requires a drastic change in perspective.

How to make your Subconscious mind do the work for you so that you don't have to.

Step 1. Find out how the brain works.

Step 2. Apply what you've learned and create amazing success.

Well, no. but yes. Those are the 2 steps, but let's look at what your brain is currently doing now, and then I promise that you'll see how to get more out of yourself.

The Pain Vs. Pleasure motivators is an oversimplification of how your brain works. It's not wrong to say that your brain moves towards pleasure and away from pain. But it's just that after hearing this information, you're still no closer to the answer on how to make your brain do the work for you.

Pain as a motivator

Pain works. If somebody tortured you and said, "Agree to build a business or I'll keep torturing you!", you'd probably say, "Ok. Please stop torturing me."

But it's not like the torture reprogramed your long-term habits to become more successful. What really happened was that you did what ever it took for the torture to stop. Once the torture stopped, your brain moved on with the next present situation.

Do you get what I mean?

You can't use pain and torture to make somebody do the steps.

Also, if somebody has a traumatic response to pain, then they'll just shut down.

If Pain isn't the answer, then let's explore the other one.

Pleasure as a motivator

If I said, "Do 15 push ups every day for a year and then I'll give you one million dollars in 1 years' time", people may assume that money is a motivator. But one million dollars in one years' time does not activate the pleasure centre. It's too distant.

Pleasure needs to be an immediate thing.

You might as well tell a dog, "If you don't bark at the postman for one entire year, then I'll buy you 100 dog bones in one year from now."

Excuse the fact that dogs can't understand language in exactly the same way that we can. The future benefit of 100 dog bones would delight a dog. But the 1 year time line just makes the entire concept too far away.

You need to hit the pleasure centre now, or else the brain doesn't learn that the task that you performed was worth doing.

Imagine that I'm training a dog to ring a bell when it wants to go outside to use the outdoor bathroom.

What am I going to do to make this happen?

Have you seen those bells that sit on reception desks that have a sign that says ring for service? Well there's a dog version of these bells that has a much wider button so that a dog can easily stop the button with its paw and ring the bell.

So the bell is at the door. How do I get the dog to stomp on the bell to let me know that it wants to go outside?

First, you teach the dog to shake.

Shaking is just when the dog lifts up its front paw to give you a hand shake.

You teach this by using dog food or doggy treats.

You pick up their paw and say "Shake", and then you give them a treat.

Do it again and again.
Soon the dog will lift its own paw up to get a treat.

You can say "Shake" and the dog solves the puzzle and lifts its paw to get the treat.

Notice hear that I didn't say that you promise the dog a bigger dinner that night if they lift their paw?

No. No bigger dinner tonight. That's too far away.

Pleasure is about the now, not the future.

The brain will solve a short puzzle to get pleasure now.

When your dog is good at shaking for a treat, you can then put the bell in your hand and get the dog to shake your hand with the bell for a treat.

Just say “Shake”, and when the dog gives you their paw, they’ll bump the bell making a ringing sound.

Do it again and again a few times until the dog gets the idea that the bell is followed by food.

Next, put the bell on the floor and tell the dog to “Ring the bell”

Hold up the food, and point to the bell and say “Ring the bell”.

If they’ve already rung the bell in your hand a few times, the dog will try to ring the bell to get food from you.

Then you can move the bell further away and say, “ring the bell” and the dog will ring the bell for food.

But the dog won’t ring the bell if you hide the bell and the dog has to go looking for the bell. Does that make sense?

So what are we talking about here?

Motivation is the puzzle that we solve to find pleasure.

It’s extremely short term.

If you put the bell at the door now, then the next time the dog wants to go outside, it will probably ring the bell because it associates the bell with pleasure.

So if you want to train your brain to do steps, then you need to think of an immediate treat that hits the pleasure centre of the brain, and give it to yourself after doing part of your business steps.

Keep doing it and your brain will associate pleasure with your steps.

Earning one million dollars in one years' time is not pleasure.

I know that sounds weird, but one years' time is too far away and doesn't count as pleasure to the brain.

Let's say that you want to do the following:

- Get better at public speaking, for business
- Get better at writing, for business
- Get better at technology, for business
- Get better at brushing off trolls or rejection (or hyenas), for business.

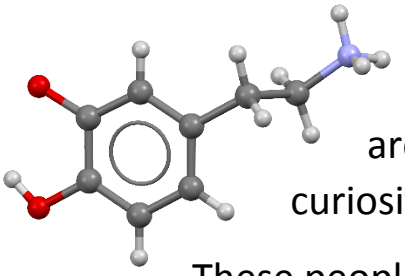
All that you need to do is to break off one small task and continually deprive yourself of the pleasure of reward until the small part of the task is done. Then give yourself the reward and voila, you have successfully motivated yourself.

But you're more complex than just Pain vs Pleasure.

You're also being driven by chemical messengers called hormones.

Out of all of the hormones, there are only four that are directly linked to personality traits. Let's take a look at them.

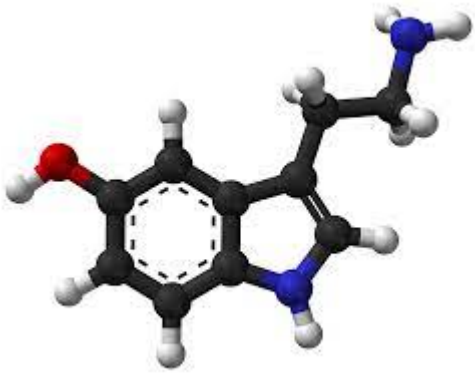
What 4 Hormones are Linked to Personality Traits?



Dopamine – The Explorer:

People who are mostly driven by Dopamine are driven by Shiny Object Syndrome, novelty, curiosity and flexibility.

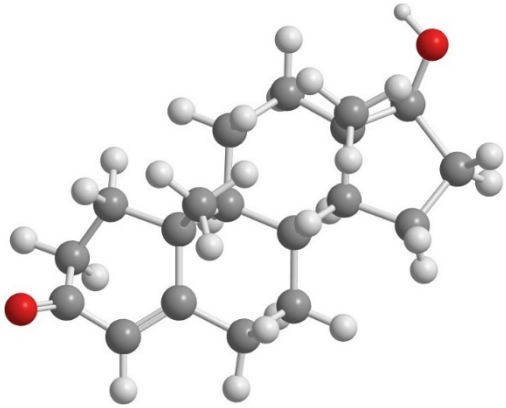
These people are more likely to get along with other explorers and other people who are driven by Dopamine.



Serotonin – The Builder:

People who are mostly driven by Serotonin are driven by Networking, Stability, Maintenance, being Calm, being Orderly and Following Norms.

These people are more likely to get along with other builders who are driven by serotonin. They save money and would rather pay their bills then go on an exciting holiday.



Testosterone – The Director

People who are mostly driven by Testosterone can be great Strategists, Decisive, Direct, Understand Complexity and Remain Focused. These people are more likely to get along with negotiators (Estrogen Driven) and people who are caring.



Estrogen – The Negotiator

People who are mostly driven by Estrogen can be Big Picture Thinkers, Intuitive and Caring.

These people are more likely to get along with Directors (Testosterone Driven) and people who are decisive.

Which one are you?

a.) The Explorer?
b.) The Builder?
c.) The Director? Or
d.) The Negotiator?

Once you know which one you are, then you know how you run your business.

If you're an Explorer, do you need to train your mind to focus on one thing for longer? If you're an Explorer, do you require novelty and variety as a reward?

If you're a Builder, do you need to take more risks and try new things? If you're a Builder, do you need to reward yourself with something familiar?

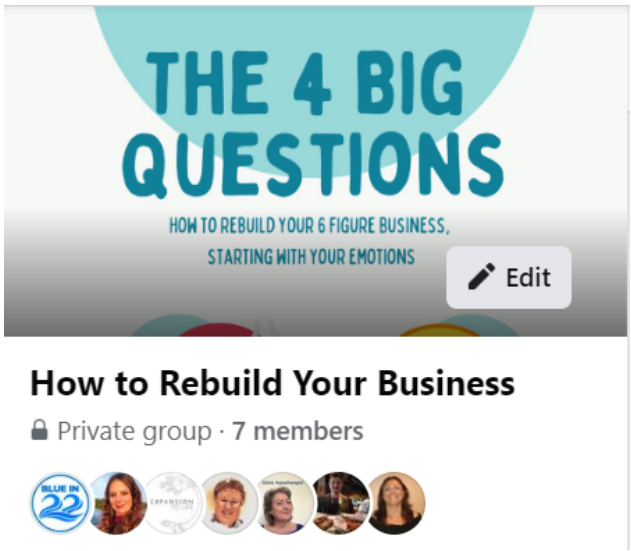
If you're a Director, do you need to take a look at the big picture? If you're a Director, do you need to reward yourself by sharing your energy with a negotiator?

If you're a Negotiator, do you need to focus on the smaller details? If you're a Negotiator, do you need to reward yourself by sharing your energy with a director?

Do you see how complex that you are?

Your job is to train the brain to build your business for you by associating your personal pleasure style with completing tasks that you have been avoiding.

Click Here if you need help with Time Management or if you're ready to just do steps Click Here for a marketing jump starter. Or Click Here to get a head start on your Social Media posts.



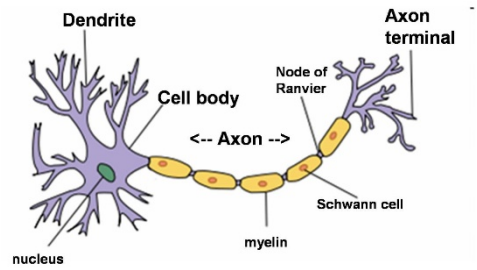
Remember to post all of your answers in the group. Click on this image to join the group if you haven't already.

If you're super keen, you can check out any of our 40+ eBooks on marketing and psychology by Clicking Here.

Changing Habits



It's a lot easier to train your brain to get money by enjoying marketing steps than to train it to be incentivised to get money for the purpose of paying bills. Chucking is the key to getting the steps done. You will create neural pathways that either fill your day with high value small steps or low value distractions. The key is all in what words that you say.



Your neurons work together to make habit pathways. As you make it a habit to get better at business, speaking, writing, technology and handling trolls or rejection, your habit pathways get stronger until you don't need as much energy to create the same outcomes. You get better through daily repetition of small tasks. This is how the money comes.



You gradually begin feeling as though these tasks are not as hard anymore.



Yes, this is an image of a sea horse, but when you look up the hippocampus (or the memory centre of the brain) it does look just like a seahorse on it's back. Every good habit that you practice, using neuro-plasticity is making your future better and better. Keep reading and keeping doing the work.

What's 1 Good New Habit would you like to put through the Multiplier System?

Click on the Image for Day 2 – Rebuild Your Business



Day 2. The habit builder / breaker.

a.) Describe your hearts truest desire.
b.) Pledge a video to the group that you are committing to yourself. Video is best, but a text post is ok.
c.) Perform any needed Self Care steps to keep your Body and Emotions topped up with the energy that they need to continue.
d.) Do 1 step toward your goal. Preferably do a step that you had been avoiding.
e.) Treat / Reward yourself so that you link pleasure with the act of doing 1 small step.
f.) Again, post your Habit song in the group.

How long can you keep this up before burnout?



If you feel exhausted, there's a high chance that you're sill doing tasks that are no longer serving you. Business, life and the world has changed. But it can be hard to keep up with the changes. Luckily, many of these changes mean that you don't need to do what you used to do to survive anymore.

Web Pages are Not what they used to be

You used to need to pay $500 per month for web page maintenance and pay an extra $200 for every minor change on your web page. This is because web pages were all code. Now we have something better. We have leadpages.net and all sort of templates to move forward with. You shouldn't need more than 10 minutes to make a free web page. You just need to know a couple of tips and tricks.



10 Things you Shouldn't Buy to Grow Your Business

- Practical Tips to **Save Money**
- Practical **Advertising Methods**
- How to **Nail Your Marketing** on a Budget

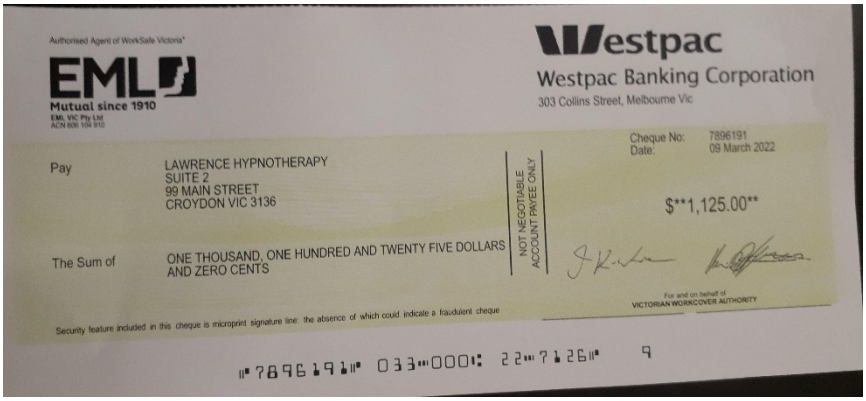
GET THE GUIDE

Therapy is mostly unregulated

To be a doctor, you must be qualified and follow many other rules. That is because the medical industry is a regulated industry. The same goes for lawyers, accountants, psychiatrists, and builders. And that makes sense right? You'd want those people to be regulated.

However, when it comes to alternative therapies like Hypnotherapy, Coaching or NLP, they're all unregulated and will stay that way. I know that some people believe that hypnotherapy is about to become regulated, but hypnotherapy by it's nature is an alternative therapy. It's a great idea to be qualified for the education, but you don't legally need qualifications, a membership with an association or anything else to call yourself an hypnotherapists.

When I show people how to earn $2,000 + per week with government funded hypnotherapy clients, most people start off by not believing that it's possible, or they think that you need to be a member of multiple different associations to get those clients. It's so strange. I have proven through photos and videos over and over that it's possible to get a full client base paid for by government agencies while not being required to possess any regulated qualifications, yet there are other 'experts' or 'Nay Sayers' who just can't get their belief systems to agree with what their eyes are telling them.



You don’t need to study every course to see your first client. You need experience with actual clients.

Yes training is wonderful, but it can also become an addiction. You don’t need to study every course out there to get started. If you’re having trouble with a particular client, you’re best off acquiring a supervision group and a network of colleagues who are experienced in the field that you want help with.

The ’Do You Need it’ Test

Just like Marie Kondo who wrote ‘The Life Changing Magic of Tidying Up’, we have our own system of looking at where you are spending your time and money unnecessarily.

We break this into 4 categories.

Basically, we ask Do you Need it? And Is there a Better Way?

1. You don’t need it, plus there’s a better way. If this is the case, get rid of it. Break up with it.
2. You don’t need it, but there’s no better way. Again, get rid of it. Break up with it because you don’t need it.
3. You Do need it but there’s a better way. Once again, get rid of it because there’s a better way out there. Time to break up.
4. You Do need it and there’s No better way. Keep it. It’s still serving a purpose for you.

There’s a high chance that you could be wasting time and money for no reason at all. Would you prefer to just get on with it?

Is it time for you to Break Up with Old Habits that don't serve you any more?

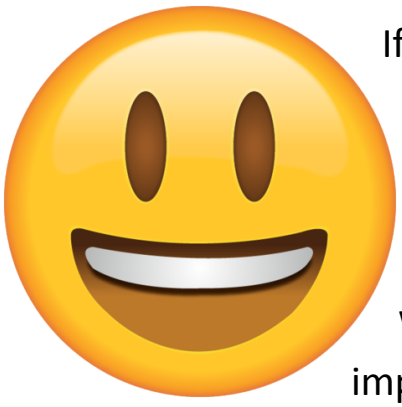
Click on the image for Day 3 – Rebuild Your Business



Day 3. Break Up Day

a.) Make a list of all of the activities that you're currently doing for your business.
b.) Use the Needed & Better Way filter to determine which activities you can keep and which activities or commitments that you need to break up with.
c.) Break up with your bad habit.
d.) Tell us what you really want. What is your hearts truest desire?
e.) Post your Break Up song to the group.

Are you Ready to Play this like a Fun Game?



If I asked you to show up every day to do 1 hour of work, so that you could quickly earn $2,000 per week in around 15 hours per week, doing exactly what you loved, would you do it?
What else are you doing that's more important? People are working 50+ hour weeks doing jobs that they hate for much, much less money.

You have an opportunity to have the time of your life making the money that you deserve, and all you need to do is to follow a few steps. But here's the problem. It's not just a set of steps is it?

What do I mean?

Well, yes it's just a set of steps, but the real ask here is that you bring the right energy, self-care, psychology and self-belief to this mission.

It's more about your energy than it is about the steps.

People with the right energy will always find a way

People with the wrong energy will always find an excuse.

If you argue for your limitations, then you get to stay limited.

If you argue for your freedom, then you get to become free.

Let’s do some Fun and Profitable Steps.

Click on the image for Day 4 – Rebuild Your Business



Day 4. Progress Day - It’s time to do steps that will progress your income and business as a Coach / Hypnotherapists / NLP Master or Expert.

a.) What is your Core Offer?

a. What is the name of your program?
b. What are the core inclusions in your program?
c. What bonuses are included in your program?
d. What is the Standard Result or Intended Result of your program?

    e. How much does your program cost / or per session?
    f. What is the No Brainer Inclusion Bonus for your program?

b.) What is your earning Goal?
    a. How many programs do you want to sell per week?

c.) What will you include on your Web Page
    a. Describe your Banner
    b. Where will you put your Contact Details
    c. What will your Headline Be?
    d. What is your Offer (refer to offer questions)
    e. What is your Call to Action

d.) Where will you focus first to Drive Traffic to your Web Page?
    a. Facebook?
    b. Google?
    c. YouTube?
    d. Promotional Partners?
    e. Paid Ads?

e.) Post your Party / Celebration Song to the group.

OK, this may seem like a lot of work, but not if you're playing it like a game. The entire key is to not get stuck on any 1 answer for too long.

Here are the 3 major sticking points for people.

1. What's your niche?
2. What's your price?
3. What traffic souse would you like to use.

Just pick any niche. Let's say anxiety. If you don't like it, then change it in 6 months. Try $200 per session and try Facebook as your first traffic source. Don't worry, I'll show you every step of the way what to do.

Let's Reflect

Click on the Image for Day 5 – Reflection Day & Bonuses



Let's summarise the techniques that we've used so far.

Day 1. The Shift of Perspective.

d.) Express yourself naturally, as well as any frustrations. Get it all out. What has been bothering you?

e.) Find the higher perspective so that you don't take it personally. Set your self free to see that the trauma that you had carried around for so long was never your fault.

f.) And of course, posting your healing song in the group

Day 2. The habit builder / breaker.

g.) Describe your hearts truest desire.
h.) Pledge a video to the group that you are committing to yourself. Video is best, but a text post is ok.
i.) Perform any needed Self Care steps to keep your Body and Emotions topped up with the energy that they need to continue.
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Day 3. Break Up Day

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Day 4. Progress Day - It's time to do steps that will progress your income and business as a Coach / Hypnotherapists / NLP Master or Expert.

f.) What is your Core Offer?
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    b. What are the core inclusions in your program?
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j.) Post your Party / Celebration Song to the group.

Day 5. Reflection Day

a.) What do you see differently Now than Before this program?
b.) What do you Need Most to continue?
c.) Are you willing to do at least 1 step per day to improve your situation?
d.) Are you willing to create healthy boundaries, self-care, and drop what no longer serves you?
e.) Will you treat New Skills like a Fun Game and Create Excitement toward Your Future?

One last story before I go…

Take a look at this picture.



This was me on my first day of my business. I didn't have a clue what I was doing. But I beat all of my classmates to building a clinic. I saw 40 clients per week in my first 6 months. I made it onto national radio in my first 12 months of business and became a lecturer at the academy of Hypnotic Science by 30.

But on my first day, I met up with another shop owner in the street of my clinic. He asked if I wanted to host a master mind network group.

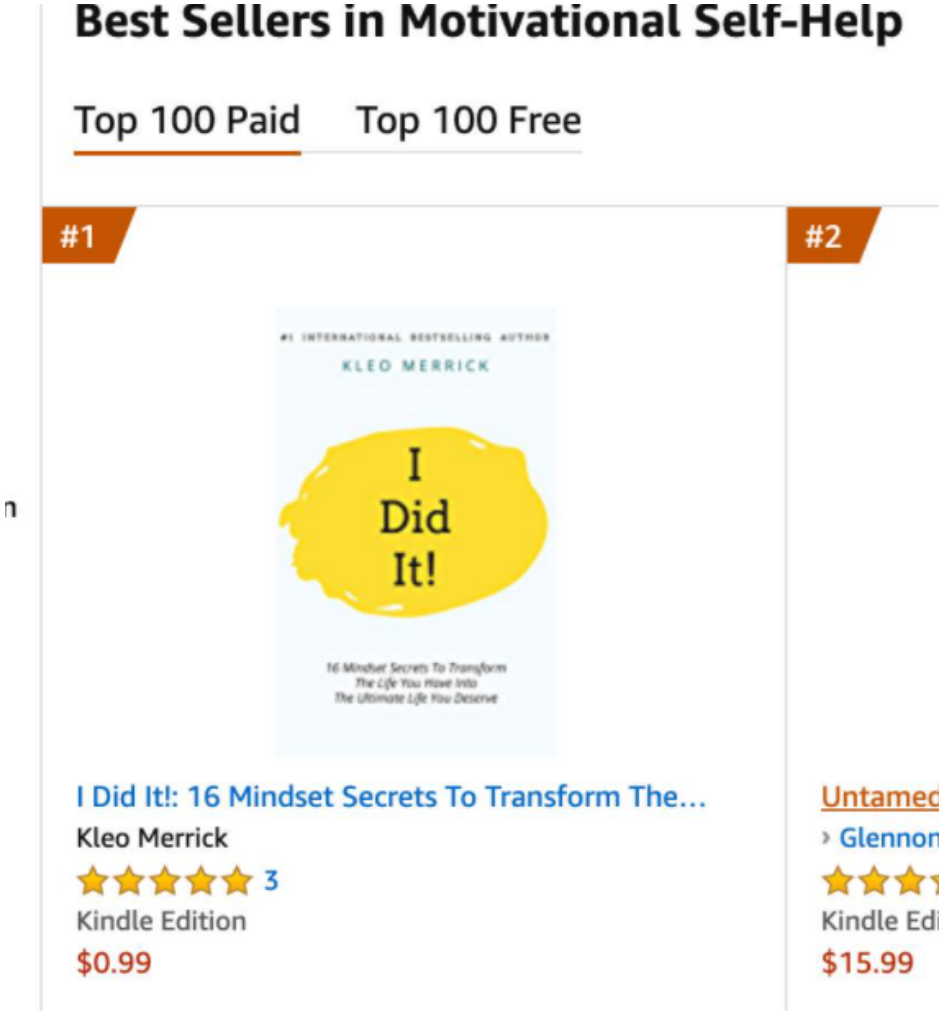
I liked the idea, and everything was new. So we did it. My and my wife at the time (now ex-wife) hosted a monthly catch up in my office, catered with food, teas and coffees and fit as many people in that small room as would fit.

One guy that I met who had been a fan of internet marketing for years became a really great friend of ours. But he kept saying something that I found to be a bit weird. Every time that I told him about another recent accomplishment that we had achieved, he said to me, “But you’re an action taker”.

It sounded weird, not because he was calling me an action taker, but because he was secretly calling himself something. When he said, “But you’re an action taker”, I could have joked with, “What are you? An excuse maker?”, but that would be mean.

At that time, I knew that it wasn’t that the steps don’t work for people. It’s that their trauma holds them back. I never had a problem in business until my marriage ended. And when my marriage ended, I finally knew a struggle that was able to beat me at the time. Before that, I never understood why people stood so still in their lives and never did a thing for themselves. It was the trauma holding them back.

It's time to heal. It’s time to take your life back. There are people who love you, even if you haven’t met them yet.



My friend Kleo Merrick asked me to write a chapter for her book “I did it” that went on to become amazons #1 best seller in the category of “Motivational Self-Help”. This is my chapter

In 2009, I had just graduated from the Academy of hypnotic science. My dream was to learn hypnotherapy and then to base a career around it. One of my fellow students invited me to his 50’s birthday, and as we drank a beer together, he told me that he bought the Academy.

This was great news for me because I could join up as a lecturer. I loved what I was taught so much that I could just about recite it all word for word. So I asked the new owner of the Academy of Hypnotic Science if I could get on board as a lecturer and to help him to build the academy.

It took courage to ask, but I’m glad that I did

Unfortunately, the answer was 'No'.

Not only was the answer a 'No', but it was one of those 'No's that come with feedback. They told me that all I had was a diploma in hypnotherapy and no experience in the field. I didn't have any training qualifications and had nothing to bring to the table. I hadn't proven myself in any way and they've already been asked by quite a few academy graduates if they can teach. Of course it looks attractive to a graduate to get paid $400 per day to teach their favourite topic for 5 hours per day and then go home risk free. It's a dream. But that dream needed to get backed up with a TAE, training and assessment certificate and industry experience. I didn't have either, so I was completely crushed. I felt as though my last 2 years of training now meant nothing.

As a kid, the third and last born, I was often ignored. Don't get me wrong, I always had a roof over my head and food to eat. I grew up with a not-so-rare, yet expensive skin condition. It was nothing life threatening, but both of my parents had to work to pay for my medication. Basically it meant that my older brother and sister got to spend time with my parents as they were growing up, but when I was born, I missed out and was ignored.

My dad once said to a friend jokingly, "You teach everything you know to your oldest kid." I found it hard to learn anything in school because I just didn't get any support. I wasn't popular in school and even the teachers used to bully me. I became such an introvert.

I was willing to do anything to just gain some life skills and to just find my place in the world. It was a lonely journey, but as soon as I finished high school, I found any job that would teach me something. I did managerial roles and then finally in my mid 20s, I signed up to study hypnotherapy. I was curious to know about hypnotherapy because I felt that it would lead to answers about my life and why I was the way that I was. And it was amazing. I learned social skills and self reflection that I had never heard about or had any access to previously. Hypnotherapy was a life saver. I became addicted.

My favourite life lesson is that my life values will get me through any situation. This sounds like an over simplification, but let me explain.

As a kid, youngest of 3, when I was presented with a problem, I didn't know how to fix it. If I got bullied, I would freeze like a deer in the headlights. If I got asked a question by my teachers, I'd freeze like a deer in the headlights. Basically, I did a lot of freezing like a deer in the headlights.

After I started to study psychology, I was able to swap 'Deer in the headlights' for a few new techniques. If somebody asked me a question, I'd lean on one of my values of 'Have a go and see what happens', so I'd have a go at answering their question.

If I needed money, I leant of the value of 'Activity creates income' and I had a go at doing some advertising and attracted clients.

If I didn't know how to do something, I leant on the value of 'Ask somebody who knows best' and then I would call an expert or study a course until I knew the answer.

But what do you do when you don't know enough? Again, as a kid, I didn't know any values to get me through situations, except for one.

The only value that I knew as a child was, 'Hang in there, it may get better someday'.

The reason why I put so much emphasis on "Values will get you through any situation" is because before I learned what my values were, I basically wasn't getting through. I was simply suffering.

I grew up with asperges, (AS). It's not deadly, but it does stunt your social growth, especially when you're the youngest of 3 and mostly ignored. When I saw the other kids having fun, socialising and just being normal, I didn't know how to join in.

It's like showing up to a war where everybody has full body armour, guns and driving a tank, and you turn up wearing thongs (flip flops if you're American) and a T-Shirt and don't even know that there is a war going on.

There was this girl that I was very interested in when I started high school. A normal guy would have just asked her out. But not me.

She even asked me one time if she could sit next to me.

How did I respond?

I froze like a 'Deer in the Headlights'

That must have been weird for her. She asked me a question and put herself out there and I just creeped her out by just staring back blankly like a 'Deer in the Headlights'

It was very uncomfortable for both of us, I assure you.

I spent years regretting freezing up like that.

It was like something was missing from my brain, but somehow, every other person out there seemed to know what to do

One of my favourite values that has gotten me through life is 'Rejection can't kill you'

After I studied hypnotherapy, I had a tool box of values. One of my first moves was to get back into the dating game after being single for 5 years. So I asked out a girl who I later married. Yes, that marriage didn't last, but 'Rejection can't kill you'

This is an important value to know about. My all time favourite value is "People don't care what's on your mind. They care what's on your heart".

As I started to let my guard down, ask people for what I wanted, not feeling rejection and telling people who I felt, I started to receive more rewards in the Money and Love departments of life.

I asked again to become a lecturer at the Academy of Hypnotic Science and told the owner about how I Feel about the industry, and I became the highest paid lecturer there.

I asked people to buy my programs / courses, I asked for space at home, I asked for company, lowered my filters and told people what was on my heart.

Another value that's made so much sense is that 'Nobody gets there alone' It's tempting to avoid asking for help, but avoiding doesn't make us look stronger in the eyes of everybody else for handling everything alone. Most people can see through a macho act.

It takes courage to ask, but "Rejection Can't Kill You"

I asked the universe for a mentor who was close enough to my age that I felt that I could relate to them. So the universe sent me Ryan.

Ryan, at only age 24, had already built a social media company that he grew to over $10,000,000 per year.

I got to travel the world with Ryan, from Melbourne, Sydney, Switzerland, Hawaii and we'd sit next to each other on the planes just talking about life and business.

His ultimate advice for me was to learn how to do phone sales. He said, "If you'd just pick up the phone, your business would triple."

It was uncomfortable because phone sales has this real Icky feeling. People can be rude to you. And even if you go in with noble intentions, you can still get hung up on.

After a while, I picked up the skill and found that if you're strong and confident, they stop testing you with their nonsense and they start to really listen to what you have to say. I stopped trying to be a people pleaser and just got to the point more quickly.

The real change for me is that I no longer have to live my life in frustration because I lean on my values.

I move quickly and I do what I want, because my experience has let me know how to make the best of a situation. I would never have been able to do this if I wasn't trained.

It may have actually been a benefit to me that I started off in life frustrated to the point where I put education first, because I see so many people live their entire lives frustrated because they won't ask for help or get a coach. Sometimes falling apart is a blessing because it actually makes you cross a boundary that you would have spent your whole life inside of.

I am now free. I am loved and I am happier than I've been in the past. I value these things now. I value my freedom, being loved and being happy. You need to value these things too if you're going to get anywhere. Get as much education as you can, allow the education to shape your values and let those values guide your life.

Ask for help, act quickly, don't take advice from somebody who is afraid of life and let your natural genius flow. Honestly, I don't have to stress too hard about anything because I've learned how to create what I want stress free.

Is your mind holding you back, are you stressing out or are you suffering? It doesn't have to be this way.



Soooo in conclusion…

Success is no accident.

Your brain is like a little friend who distorts reality, controls how much work you do or don't do, gets attached to useless, harmful or time and resource wasting commitments and keeps you on a mild downward spiral unless you do the steps to Dispel Illusions, Train Your Habits, Spring Clean what no longer serves you and then Plays Success like a Fun Game.

Given the choice, I'd like to play life like a game any day.

If you want Money, Health or Relationships and you want the brain to deliver them for you, then you need to speak the language of the brain.

If you want more customers, you'll need to cut through a lot of the noise that's out there and to generate a message that speaks directly to your audience.

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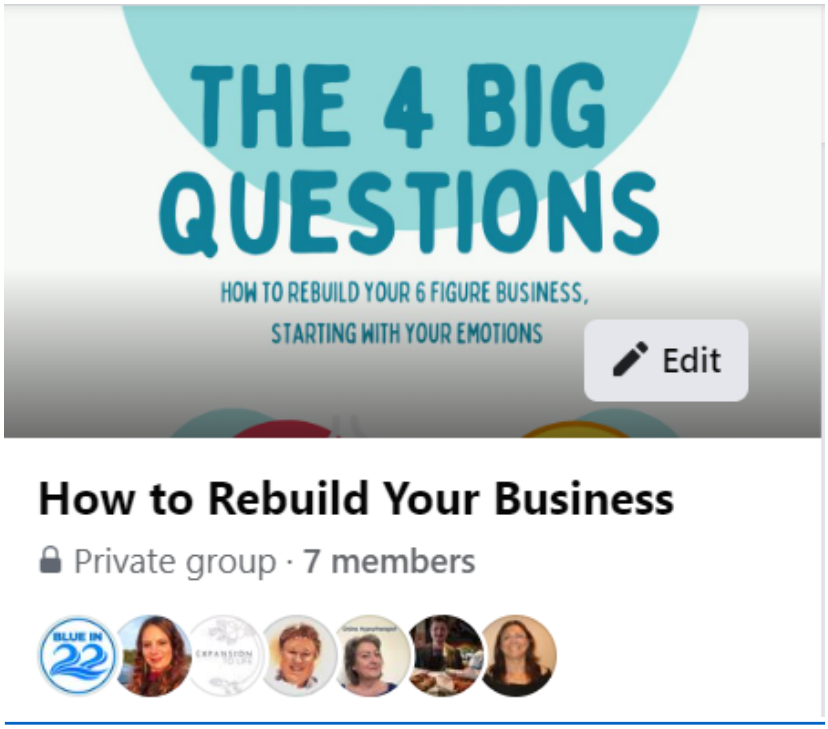

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