

Millionaire Mindset Mastery

By Niko Mercuris

*How to have everything in life you want,
...and nothing you don't*

Special report from Niko Mercuris

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Testimonials

In the beginning, I was unsure of how I could make a living out of my overflowing compassion to make a difference and generous spirit. I could not see how I could survive by giving so much. Niko opened my eyes to what is possible during our brainstorming session, and we explored ways to fully express my core values. Now I thrive, not just survive, doing something I am deeply passionate about. When I think of Mother Theresa's legacy, I am reminded of how Niko made me see a magnificent way to live, create a profitable business and make my own mark on this world!

*--Ferlie Almonte
Motivational Entertainer
Life and Image Coach Consultant*

13 years ago Niko became my mentor and business coach and my life has never been the same. He helped me to define what was really important to me and build the confidence that allowed me to start my own successful business and completely change the course of my life for the better! The training he provides can be applied to any area of your life to make a positive change that will last a lifetime. I am forever grateful!

--M. McFarlane

About 2 1/2 years ago Niko came into my life. I was going through one of the most difficult times personally and financially. I felt like I was drowning in a state of negativity, self-doubt and depression. Niko has this special gift of being able to dig deep down into a person's self-doubts and truly help them regain their confidence. In my own personal situation, he was able to reach a very personal area I would never allow anyone to enter, including myself. As painful as it was at the time it was the best thing that ever happened to me.

Niko helped me find the happiness and strength I had desperately tried to find for so long. I now view life in a totally different way, --a happy and positive way. I feel so blessed that Niko was brought to me at the most perfect time in my life. He is an amazing and sincere person who's just full of knowledge and has a genuine deep desire and passion to help people in any situation.

*--Alison Iemolo
Paramedical Aesthetician*

From the moment we first met, I knew Niko was someone I wanted to learn from. The minute he entered the room I could tell there was something special and different about him. His confidence and overall presence was that of a man who knew who he was and where he was going in life.

Niko quickly took me under his wing and began teaching me how to be a better man, --I soaked it up like a sponge! His razor sharp wit, charisma and unstoppable confidence would win over any person or group in every situation. This was magical to me and I knew I was learning more about myself and how to be the very best me I could. His lessons were clear and to the point and I still use every technique and philosophy he ever shared with me, on a daily basis.

To anyone who is looking to improve their overall life, learn how to be more successful, more confident and more clear about their path and purpose, there is no other person I would more highly recommend.

*--Brian Edward Kenny
ThinkAndGro.com*

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Introduction

The very fact that you're reading this page right now says something about who you are.

You're looking for answers and you're not willing to settle. Maybe you're tired of the way you're life's been going up until this point. Sure, you've set and reached a few goals here and there. But you want more. Maybe it's an entrepreneurial venture, a weight loss and fitness goal, the ability to purchase a home, or realize a degree of success in your relationships or career, --but where do you begin? What you're *after* is so much more than what you know how to achieve. It's frustrating, isn't it? Of course it is! It's no fun being stuck in the status-quo, especially when you are painfully aware of *something more, something greater* within you.

Don't worry, I feel your pain. In fact, I have been exactly where you're standing right this moment. You're at a crossroad in your life. You're trying to break into new territory, uncharted waters and the path is getting foggy. If only you had a blueprint that could give you the next step, right?

Welcome to ***Millionaire Mindset Mastery***.

Because I've stood exactly where you're standing right now, I know how easy it would be to turn around and resign yourself to an easier, more mundane existence, but you know that's not the life you're after. It wasn't the life I was after either, and I learned that if I was going to *have* what I wanted, I had to *do* these steps. *Having* is a result of *doing*...period.

Are there obstacles ahead? Absolutely. But if you dedicate yourself to these simple 5 steps

- See
- Be
- Think
- Speak
- Act

I can promise that you absolutely WILL be able to reach your goals and have everything in life you want...and nothing you don't!

Having is a result of *doing*, and this is your blueprint.

Can it be that easy? Five simple steps? I know what you're thinking, "If it's this easy, why isn't everyone doing it?"

The answer is pretty simple.

These 5 steps must be practiced *together*. Every one of them is irrevocably joined to the others. If one of these 5 falls off, it is a direct result of weak areas in the others, and ultimately leading back to the first.

For example, if you're not *speaking* correctly, you can't just tell yourself, "I'm going to stop this negative talk." It doesn't work that way. In fact, it's impossible to achieve. You have to move up the chain:

Speaking is a direct result of your thoughts (THINK),

which is a result of your state of being (BE),
which, of course, is directly connected to the way you (SEE) yourself, your circumstances and your opportunities.

You've heard the phrase, *a chain is only as strong as its weakest link*, right? Well, in this case, a weak link in your chain simply reveals that all the other links are weak as well, --and the only way to fix or strengthen your chain is by going back to the beginning, the very first link.

Most failures in business, weight loss, relationships, or other areas of our lives can be traced right back to the foundation, --**seeing**. Now, I'm not talking about the small, expected failures. I'm talking about the ones that take root and ultimately lead to giving up on our dreams. These 'throw in the towel' failures all begin when an individual stops 'seeing himself' in the successful role. Bottom line, he has what we like to call, an identity crisis. Once he can no longer 'see' himself as an author, a speaker, a person worthy of love, or a successful affluent businessman, he stops 'being' or acting like one. He chooses another identity (a lie) and begins living out this watered down version of himself. Left unchecked, this will eventually change his thoughts, his words and his actions, until there is no trace left of the person he once viewed himself as. Sounds scary, right? It happens every day. --But it doesn't have to!

By equipping yourself with these 5 action steps and walking them out, you will not only be able to have the life you want, --but you'll also be able to easily recognize the signs of weakness and strengthen your chain long before you spiral into a repeat of the poor guy in the example above!

Are you ready to do this together?

See

"If you cannot see yourself as a champion, then you cannot perform as a champion." --Zig Ziglar

Seeing is a state of awareness. I'm not talking about seeing with your physical eyes, but seeing from within. How do you see yourself? Do you even know? This may very well be your very first obstacle.

Let's say you have a thought. "I'd like to be fit." Naturally, you automatically picture the goal. You see yourself 50 lbs. lighter with a ripped abdomen, strong legs, and well sculptured biceps. Oh, and you're tan too. Let's throw that in for good measure. So, what happens next? Do you dismiss that vision as a silly fantasy and slice yourself another piece of cheesecake?

That's your first mistake!

Viewing your inner dreams and longings as "silly" or "beyond your reach" will squash your dreams before they're even fully formed. Instead, allow yourself the luxury of discovering the things you really want out of life. If you want to own a white Mercedes, SEE yourself in it, -- and not just one snapshot. Allow yourself to play the whole movie reel. See yourself settling into the rich, leather seats, putting the keys in the ignition, and driving down your favorite scenic road, or to your seaside cottage, --or wherever it is you want to go. Dreaming is the first step to believing, so don't discourage your own dreams or discount them as silly. If you can see it, you can have it!

Seeing is almost like an awakening to a possibility and we have hundreds, if not thousands, of these little thoughts every day. Start to *'think about what you're thinking about'* and you just might discover what it is you really want out of life.

- **If you want to be physically fit**, --you have to first be able to picture yourself at the beach NOT feeling self conscious. From there you might see yourself enjoying healthy foods or see yourself at the gym, pushing yourself to your limits!
- **If you want to step into a new career**, --picture or see yourself operating successfully in this new position. Think about the things you'll do, the way you'll interact with others, and the clothes you'll wear.
- **If you want to get married**, --see yourself happy, walking down the beach hand-in-hand. Picture yourself planning romantic evenings, laughing together, and even getting through life's trials together.
- **If you want to prosper financially**, --see yourself paying for life's little luxuries and not giving money a second thought. Picture yourself worry free, generous, and pulling into an affluent neighborhood at the end of the day.

Remember, you're seeing from within. If you never take that first step of *seeing* yourself successfully operating in your dream, you'll never be able to move on to the next step, BE.

Being, as you may have guessed by now, is directly connected to seeing.

Be

"We can't become what we need to be by remaining what we are." --Oprah Winfrey

Have you ever looked at a person, and you knew his story, but in your mind you thought, "Look at him, --he walks around like he owns the place!" Whether you thought he was ridiculous, bold, a dreamer, or just plain arrogant, it doesn't really matter. What DOES matter is the fact that this person, whoever he is, has moved on to the next step. He's transitioned from seeing to being. It's inevitable. The more you see yourself in a certain way, the more those thoughts will permeate your being and take form. Your thoughts, or the way you see yourself, are seeds, and seeds always produce fruit.

If you see yourself as happy, successful, charismatic and capable, --guess what? You're going to walk around 'like you own the place' regardless of where you are, and that's exactly why it's so important to put yourself in the right place once you've made the inner decision to SEE yourself in a certain way.

Wait, "put myself in the right place?" What does that even mean?

Okay, let's say you see yourself as affluent and successful. You see yourself as a leader and someone who gets what they want. Ultimately, your goal is financial success. If you're currently living in an efficiency apartment on the rough side of town, you're going to have to put some extra dream fuel to your sight in order to help create your state of being.

Start visiting areas you'd like to live. Go house shopping, visit a dealership and take that Mercedes for a test drive, walk around in the part of town you want to live. Frequent the shops. Eat at the restaurants (even if you're only enjoying a morning cup of coffee right now). See yourself as already affording the lifestyle you want. Wealth begins with a state of mind. Start taking ownership of your dream and change your state of being.

The ability to BE something is nothing more than an image you hold of yourself deep inside your mind. First you SEE it, and then as you take actionable steps, you'll start to BE it. The actions are merely backing up who you've already decided that you are, --until finally, the state of being you've adopted becomes natural. It's just who you are, and no one can convince you otherwise. In fact, even circumstances, setbacks, and life changes can't alter your state of being.

Think it sounds crazy?

Growing up, my family was considered to be a pretty wealthy family in terms of material things. My father owned a very popular restaurant back in the 70's; one that was frequented by celebrities, movie stars and other prominent people, so we were used to a lavish lifestyle. We had the house on the water, the boat, the cars, the whole deal.

But my father was a spender, he was a show-off. The restaurant made a lot of money but he spent just about every dime of it to live this lifestyle that portrayed him as a rich and famous guy hanging out with the elite crowd. Unfortunately, my father passed away when I was eight years old, leaving our family completely unprepared. My mother, who had been a stay-at-home mom and housewife, had no idea that his finances were not in order, so, as you might imagine, our lives quickly changed.

We lost everything.

The house I grew up in and everything of value we owned was auctioned to pay off the estate and the back taxes. Almost overnight, our family story went from 'life of luxury' to a single mom with three kids struggling for survival. It wasn't even a downsize or a slight adjustment. Our new residence was a motel. We actually lived there for a few months until my mom was able to find work and return us to some sense of normalcy.

Was this a shock? I was eight years old. Shock isn't the word. I didn't even know what was going on. Not only was the loss of my father devastating to us all, but we had to operate in an entirely different way financially. We had to actually *think* about what we were spending and whether or not we could afford it.

As a child, you're not responsible for the income of the family, so, of course, there was nothing I could do in this situation. I had done nothing to put us in the house on the water and I had equally done nothing to put us in the motel. But I remember making a very important decision, even at such a young age...

This was NOT who I was.

Later on, my mother would tell me that regardless of our circumstances, I continued to act as if we were privileged. It was pretty funny to watch, according to her, and I imagine it was. Remember that guy we were talking about earlier who "walks around like he owns the place?" I was that guy. Of course, I didn't connect the dots and realize what a huge favor I had done myself by refusing to accept an impoverished lifestyle. But now that I'm older, and I've

seen countless others repeat this formula, I know exactly what it boils down to: A state of being.

I knew who I was and the subject wasn't up for negotiations. I wasn't going to "adapt" to my new lifestyle. Are you kidding? That wasn't even an option in my mind. Some people would say I was in a state of complete denial about my situation, but that's okay. A good dose of denial will sometimes help us to hold fast to our state of being.

As a direct result of my 'state of being,' once I hit my teenage years I found myself constantly looking for ways to make money. If there was one thing I knew for a fact, it was that I was going to be financially secure. Not so I could flaunt it or waste it, --but so that I didn't have to think about it. I absolutely refused to identify with a lifestyle that dictated to me when and how I could do normal, everyday things, based on whether I did or did not have the resources. If money was a tool, I certainly wasn't going to be the guy walking around with nothing but a roll of duct tape.

...and that was my fuel. Those two links, seeing and being, set the proper foundation and I stepped into the life that I knew was mine. Were there setbacks and failures on the journey? Of course there were, but those can't stop you when you know who you are.

Remember when I said that thoughts were seeds, and they would produce a harvest? Well, a peach tree doesn't have to "try" to grow peaches, --it just does. When you're lining up what you see with what you will BE....after a while, you will reap a harvest. It's just the way it works.

Can you see your harvest coming?

Think

"Until you own the six inches of real estate between your ears, you won't own any real estate beneath your feet!" -- Tim Taylor

Take a look around. The house you live in, the relationships you have, the car you drive, the money in your bank account. Ultimately, everything you have is a product of your thoughts. This is the world you created for yourself.

So, first you've got to see it, then you've got to be it. Now let's look at our thoughts. This is another link in our chain, and it can either strengthen us and push us over the edge to success, or keep us in the status quo. Let me explain:

Your thoughts are an incredibly powerful thing. Now, of course, when you're SEEing and you're BEEing, you're certainly thinking, so why am I talking about thoughts now? I'm glad you asked! I want to talk to you about thoughts now because it's at this point where many of us will start backtracking. We'll get *part of* what we want, or we'll be presented with a dumbed-down version of our dream just to see if we're willing to settle. You're not alone. This happens to everyone.

Stop and take a look at your thoughts today. What do you want out of your life?

- If it's love, what kind of relationship? What does it look like? What does it feel like?
- If it's weight loss, what will you look like? Don't be afraid to picture the ultimate, -- healthy, hot, and happy!

- If it's a career, a certain house or a way of life...what did it look like when you first dreamed the dream?

Think back. Maybe it's time to revisit and reawaken your dreams today.

Are you about to settle? Don't take the bait.

Remember when you were just a kid and people would ask you what you wanted to be when you grew up, and you'd just answer? The key here is, you'd connect to your dream without questioning it. It was completely unfiltered. If you felt like being an astronaut that day, you'd say it, or maybe your answer was the President, or a doctor, a racecar driver, an actress, or a dancer. Whatever it was, you didn't qualify it with:

- that's not practical
- it's too high risk
- I probably won't make it
- that takes too much education
- I'd have to know people in the business to accomplish that

No, you didn't put any of that garbage on yourself. Why? Because you dared to dream big. You responded with what you really wanted instead of qualifying, doubting, and settling for what you thought you could have. In order to think correctly we have to allow ourselves to dream like we did when we were children again.

Do you know where the biggest limitations you have occur? Right between your ears!

You're the one whose doubting. Most of the time your dreams are born and die right inside your own mind, without any outside help at all.

Fortunately, there's no time like now to get rid of these limitations.

Take a look at the life you're living. Have you *already* settled? At what point did you open the car door, kick the original plan out and let another passenger on board? This is **your** journey, **your** life...These are **your** dreams. Is it time to stop settling? You're allowed to do that, you know.

Here's a little secret for you: Your dreams are only outlandish if you believe they are. Just think about someone like Kim Kardashian. Maybe she spends \$10,000 to fly to New York, and then spends another \$30,000 partying or shopping. For her, it's normal. If she didn't think it was normal behavior, she wouldn't do it. This is the way she lives and it's not outlandish or odd. The only difference between your reality and Kim Kardashian's is this, --she believes she can live this way and you don't.

It's all in your thoughts.

Oprah Winfrey is another great example. She didn't come from a privileged family, but she dared to dream big. She saw it, she believed it, and her dream made room for her. As she took the next step, and the next, the path continued to open up for her. That's how it works. When we set our thoughts on success and refuse to think differently, there is tremendous power at work.

Change your thoughts, change your life...period. You are LIMITLESS!

A Word on Negative Thoughts & Resistance

Negative Thoughts:

Depending on where your life path has taken you up to this point, you may have a lot of garbage running rampant through your thought life.

Circumstances may have caused you to accept a victim mentality, or a fear of poverty, low self worth, or a sense of failure. Even with my father's story; after he passed away I had the opportunity to look at his life and allow fear to take hold of me. Yes, we lived a lavish lifestyle and appeared successful on the outside, but later on I learned that my father didn't have it all together. He didn't have his financial priorities straight, and as a result, the taxes and other important expenses weren't getting paid. I could have taken that fact and said to myself, "Well, it's just too complicated. He couldn't do it so I probably won't make it either." But I didn't. I refused to think like that.

Instead, when I started to work with successful entrepreneurs and business owners, I found out how they were running their businesses down to the detail. I discovered what worked, what didn't and used it all to create my own plan. I used what happened to my father as a learning experience of 'what not to do.' We can turn any circumstance, good or bad, into a tool in our hand. It all depends on how we choose to think about the situation.

Regardless of where you are now and what you've allowed yourself to believe about your future, you have the power to change everything. What's great about these 5 steps is the fact

that you can stop living out a victim mentality and start taking control and living the life you desire at any given moment.

You can start right now...or right now...or NOW.

---or right now!

Or right now...

You get the picture, right?

Eliminate those negative thoughts. As soon as they try to creep back in, reject them. It's that simple!

I talk to clients who tell me that it's impossible to keep negativity out. They'll say, "Oh, we live in a negative world, it's everywhere. It's on the news. It's on the internet. It's unavoidable." Is it? We have the power to choose what we watch on TV, what we view on the internet, the radio and everywhere else. Turn it off.

What if we pulled this attitude over to something else to prove how ridiculous it sounds. Let's say you have a toddler and you simply say, "I can't keep him from getting hurt. There's danger everywhere. Everything he picks up, everywhere he walks. It's going to get him. There's nothing I can do." You'd be committed, or jailed, or your child would be taken away from you if you conducted yourself like this as a parent! If we have a toddler, we protect them. We carefully choose what toys he plays with. We set up boundaries, we lock the front door, we purchase car seats and training wheels and all sorts of things to keep him safe.

Well, why on earth don't we do that for our brain? Our thought life is just as important! What we think on creates our entire life. Protect it! Turn off the negative news, the angry music, the

conspiracy theories, and all that mess. Instead, fill your mind with healthy, positive food on a daily basis. It's not difficult at all if we'll just place the proper importance on it!

Resistance:

"I look at the bird sitting on the wire and I wonder; with the whole world available to him, and his ability to go anywhere, why does he choose to stay there?--and then I look at myself and ask the same question." --Author Unknown

Resistance comes to us and sounds a lot like negativity, but it's a little more subtle. Resistance tries to imprison us. It doesn't tell us that we **can't** do it. It doesn't even tell us that we **won't** do it. Resistance simply says, not now. Now is not the right time for that business venture, or that book, or to hit the gym and start that diet. Resistance wants to waste just one more day. Of course, one more day turns into ten more days, then ten more months and ten more years.

It's like that Pink Floyd song,

"..and then one day you find, ten years have got behind you. No one told you when to run, you missed the starting gun."

It's a prison of our own making. A little bit of resistance and we'll agree to put it off for just one more day.

Many people spend 30 years all within a five mile radius from where they live. Why? There's so much to do, see, and explore in this world! It's simple, many of us are just plain fearful, and

the littlest bit of resistance is all it takes to put everything off, for the perfect time (which never arrives).

Don't buy into the lie! The keys are in your hand. It's just a matter of you making the decision to change your thoughts and live the life you want (and remember, you can make that decision *right now!*)

Speak

The first instance of the power of words can be seen in the Book of Genesis. It's the Law of Command. - God spoke to the world and everything in it and brought it all into existence. He started with nothing and it became something.

This is a law that can't be broken or stopped. What we speak, we will bring into existence. The Word talks about the creative power of the tongue in Proverbs. But, remember, all the steps are connected. Your thoughts take root and **become** your words. You will always speak what's inside of you. It's inevitable. Oh sure, you can fake it for a while, but eventually, the real you will show up. The one you believe in, the one you're embracing and becoming. That's why it's so vital to take control of your thoughts, to guard your mind.

God didn't speak faithless words when He spoke the universe into existence. He believed, spoke and it was so. We are created in His image and His likeness. We have that same power.

So, when you're thinking about your dreams and goals, always imagine every outcome as the **best possible outcome**. As you do, you'll begin speaking positive words over your situations and your life. It may seem silly to you at first. It may feel uncomfortable. Well, welcome to life! Everything new feels uncomfortable. A new job, learning to drive a car, riding a bike, or trying a new skill. They're all awkward at first.

Remember when you first learned to drive? You had to think about everything. Every movement felt mechanical. You actually thought about checking the rear-view mirror. You thought about the way you were holding the steering wheel, --were you even doing it right? It

took time, but then one day, what happened? Driving a car became part of you. It was natural. You just flowed from one movement to the next without purposefully fixing your mind upon each action. Guess what? That's exactly what will happen as you follow these steps. You'll see it, be it, think it and then your thoughts will turn into words...More power. Words have the power to create our reality. Everything that you see around you was brought into existence by thoughts that became words, and then turned into things, --and you know you're words are busy creating your future when they are so much a part of who you are, that you don't even think about it. It becomes just as natural as driving a car.

That's why it's so important for us to start speaking about our situation as if it's already a done deal, because it is. Start using "I am" statements:

- **I am** financially secure
- **I am** healthy, fit and happy
- **I am** confident and assured
- **I do have** the power to get wealth, to succeed in business, and to attract positive outcomes my way.

Just because it hasn't come to pass in the natural realm yet, --just because your bank account doesn't prove your success, DOES NOT MEAN it's not part of your reality.

If you're believing for an outcome, you're pregnant with a vision right now. Okay, so all you guys reading this, --I know we can't truly relate, but I know it's the same thing. When a woman finds out she's pregnant, she doesn't go home and act as if nothing has happened. She doesn't pretend things haven't changed. Things certainly have! She doesn't look any different right now, and maybe she doesn't feel any differently, but guess what? She's not

going to be surprised 9 months from now when she goes into labor. She believes in what's going on behind the scenes. There's a baby growing.

There's a vision and a dream growing in you right now too. You may not look any differently, and you may not feel different right now, but it's coming! Every day that you think it, be it, and speak it is one day closer to your 'delivery date.' You can't stay pregnant with a vision forever! Sooner or later you're going to reap the benefits!

Your job in all of this is to not worry, and not give up. Just keep refusing the negative thoughts, the fear, the doubt, the worry, and continue to replace them with "the best possible outcome." If you're writing a book, don't imagine it as just a completed project. Finishing your book is certainly a good outcome, but it's not the **best possible** outcome.

Wouldn't you rather imagine your book on the New York Time's Bestseller List? Of course you would!

Remember the quote:

"What would you do if you knew you could not fail?" It absolutely applies here! If you pushed all fear aside, you'd want your book to be wildly successful, right? Then go ahead and dream it all the way, --and speak your success into existence!

Act

"Action...It is always your next move." --Napoleon Hill

The Bible says faith without works is dead. If you're talking the talk but not walking the walk, what does that say? Something's not right (all the way back to your thinking). You're not really believing in your new life. You haven't taken ownership of it. How do I know that? Because if you truly believed there was a million dollars on the other side of the doorway in front of you, wouldn't you open the door? Of course you would! Even if there were obstacles in the way. Even if the door was nailed shut! If you knew the goal was attainable, you'd go after it, --period. If you weren't experiencing the results you desired, you wouldn't adjust the goal. You'd simply adjust your plan (or action). Action is vital, but we also have to be mindful of "what kind of action" we're taking. Sometimes it's right, but sometimes adjustments are necessary before we'll see progress.

I used to train salespeople and as I'd talk to them I'd tell them this, "Look, today is a new day. Let's say during the eight hours you're here, you've got 30 phone calls to make. Every time you make a sale, you get \$100. According to the law of averages, you'll get one yes from every nine no's. So that means nine calls are worth zero dollars and one call is worth \$100. But don't look at it like that. If you do, you're just dreading the no's and essentially you'll be dreading the 'action' of calling the 10 people altogether. Instead, think of every call as being worth \$10, whether the answer is no or yes. The long term outcome is still the same, you're just looking at the action differently. Now, every call you make is stress free. You can smile and say thank you, regardless of what they say, because every call is worth the same amount."

Nice, right?

Because my salespeople did this, it instantly changed their belief system. Instead of thinking and believing every call was worthless, they thought and believed that every call was worth \$10, so they were eager to make as many calls as possible!

When you believe something is positive, real, and attainable, --you will put action to it!

This is going to surprise, and possibly offend some people but I have to use this as an example because it's vitally important. When it comes to 'putting action' to what you believe, don't get stuck in an endless loop reel of SEE, BE, THINK, SPEAK. You're going to have to put action to the other four. Without it, you're dead in the water.

Recently, I attended a Brendon Burchard Expert's Academy, and as I was making conversation with some of the other participants, I accidentally discovered a rather odd phenomenon. "How many times have you been here?" seemed to be the question posed to me over and over. "This is our third time!" or "We're back for more!" was excitedly, and unashamedly announced as repeat attendees found each other compared notes.

Second time? Third time? Why would you want to do that? That was my question. Of course, I already knew the answer, but it was still startling nonetheless.

People get addicted.

They get addicted to anything. Excitement, motivation, the promise of a better tomorrow. It's funny, but resistance plays a big part here as well. It's the same discussion we had in the

previous chapter. It's fine if you plan, it's fine if you believe, --as long as you don't do it today. Can you hear Pink Floyd softly playing in the distance? Yea...me too.

With that said, I want this to be the last book you ever buy on this topic until you actually use it. Go through the steps, examine yourself, read them again. Get your highlighter out. Mark up the pages. Write on them. Take personal inventory. But don't just keep coming back for more until you've used what you've got.

Now, I understand if all of these concepts are brand new to you. If so, you're probably jumping up and down with relief, first of all. Second of all, you might be just a tad bit overwhelmed. Sometimes it feels good to bounce what we've learned off of another person. The thing is, if you're the only one in your circle of influence pushing yourself to these new heights, who are you going to talk to? Who will understand? I get it. That's why people come back to the seminars and workshops. They want to keep a steady flow of input flowing, and they want to figure out what to do next, and how to do it. Maybe so much information was put out there that they just couldn't absorb it all.

That's why I limited this book to 5 steps. It's also why I limited each step to one word.

Memorize them. There's only five:

- See
- Be
- Think
- Speak
- Act

Every day you can assess yourself. Where are you weak. Is it your thought life? Well, what should you do? Remember what I told you? If it's anything down the chain, you need to go back to the beginning to find the root of the problem. Adjust the way you see your future, adjust the way you carry yourself, or your state of being. It's all connected and the first affects the second, affects the third, and so on.

I don't want to see you at three of my conferences. I don't want to see you doing the exact same thing now that you were last year this time. If this book didn't spark progress in you, then it wasn't helpful, --and my entire goal is to move you forward into the life you truly deserve.

To embrace it, believe it, speak it, and live it.

Gratitude & Generosity:

Another way to put action to your belief system and to your words that I suggest you put into practice is gratitude. Not only am I grateful for what I am enjoying in the natural realm right now, but I'm also grateful for what I am building with my thoughts and with my words. Let me simplify. Here's a statement for you:

"I'm grateful that *I am making* \$50,000 per month in recurring and ever increasing income."

If you're not actually making \$50,000 yet, you may find this "I am" statement difficult to wrap your mind around. How can I be grateful for making \$50,000 a month, when I'm not making \$50,000 a month? I would suggest that you have to actually BE grateful for making it, before you'll ever see it. Put action to gratitude first.

If you'll implement this, you'll see a big change in your life. Having gratitude for what you believe is being created behind the scenes is exactly what we talked about when I told you about being pregnant with your dream. You may not look different or feel different at first, but you **are** different, and you do have something you didn't have before.

Next up is generosity. Yet another law that has been put in order that we can't control or do anything about. If we are a giver, we will receive. If you're generous, it's going to multiply and come right back around to you. That's just the way the laws of the universe have been put in order. Now, if you're one of those people who says, "Well, if I'd just win the lottery or if I'd get ahead in life, I'd be generous," --but you're not generous now, you're fooling yourself.

If you're going to put some action to your belief system, you have to go ahead and do things that other people aren't doing. Remember, most people aren't anywhere near where you want to be in life, so you're going to have to learn how to lead, not how to follow. Generosity is always a key to unlocking the power to get wealth. When you see a need or an opportunity, instead of saying to yourself, "Oh that's too bad," do what you can to help. If you see a homeless person, pull over, don't even think about it. You've probably got at least \$1 or more in change. Give more if you want to. The key is to get out of your comfort zone and learn to give freely. Give without trying to calculate everyone's motives and without convincing yourself that they're just using you or they don't deserve it. You don't have time to think about all that! Just give freely and you'll be blessed...period!

My mother is a purposeful giver. She always carries a stack of two dollar bills with her, and if she runs out, she will stop at the bank to get another fifty dollars worth. She gives them out to people as tips, or for their smile, or for their kind words, or if they're in need. Every day my mother has an attitude of intention, purposely looking for opportunities to be a giver. She

uses two dollar bills and informs the recipients that it's special, "It's for good luck." She is a pure example of the laws of reciprocity as the universe is constantly flowing good fortune her way as a direct result of her attitude and her actions.

Recap in Hyperspeed - The Three Keys

Okay, when you need to recap, you may not want to read the entire book again, but remember, everything is connected, so we can't leave any of the steps out:

For the recap, I like to connect them in a different way, just to give you an idea of how I see them grouped even more closely together. I call them the three keys:

I generally give these to any of my clients who are starting a new business. It makes the steps a little more concise:

- Vision = SEE & BE
- PASSION = THINK & SPEAK
- ACTION = Take it!

SEE & BE - Remember wealth is just a state of being. It involves seeing yourself in a certain way and refusing to deviate off of that path. I always tell my entrepreneurs, even if you have 2 clients, operate as if you have hundreds. Don't conduct yourself less professional or slack just because you're "not there yet." How do you think you're going to get there? You've got to fully see and be that person you want to be. Wealthy, confident, professional.

THINK & SPEAK - When your vision is right, then your thoughts and the words you speak will reflect the passion you have as you step into your new way of life. Remember, only accept the thoughts that are productive to a positive, fruitful, wealthy lifestyle.

Some people spin their wheels posting pictures of tragedies, abuse, arrest reports, conspiracy theories and all kinds of negativity all over social media. Don't waste your time with that. Until you're ready to help others, there's nothing positive about posting pictures about plane crashes and animal abuse cases. If something becomes your personal calling and you decide to help with a cause, that's awesome, but randomly putting negativity out in the universe is not the way to improve or solve anything.

Keep your thoughts clear and your words clean (of any negativity). Some people get tripped up just by talking too much. They end up agreeing with everything, --good, bad, and otherwise. That's not smart. Learn how to slow down. Listen. Choose your words wisely. You know, the Bible says we will eat the fruit of our lips. We better make sure we're putting the right stuff on our plate!

ACTION - You've got to take it! It's a leap of faith to put action to all the other steps, but it will produce results, and often faster than you'd expect! Is it scary at first? Sure it is, but you have to face your fear and take action in order to truly own your destiny.

Picture being a kid and running up to a creek that you're intending on jumping across. You have to do it. You had to jump in order to get there. There's no other way. Now think about the feeling you get as you're running full speed toward the edge of the creek. The whole time your mind is racing. "The creek is too wide. You can't jump that far. What are you thinking? You're going to kill yourself! This is dangerous!" But you push past those voices and as you get right to the edge you have that one split second crossroad moment. Are you going to go for it? Or are you going to stop short?

As your soaring across and feel your feet land firmly on the other side; You made it! It's exhilarating! You just got a taste of victory...and it feels really good. With the adrenalin still pumping through your body, you look around thinking, "What can I conquer next?"

Have you ever felt that alive? That victorious? Even for a moment?

The only way to get there is ACTION.

Don't over think it. Just do it!

Can the steps to having whatever you desire in life really be this easy?

It's almost ridiculous, isn't it?

See it, think it, be it, speak it, act it...and then you're there?

The steps are easy, the execution is not always so simple. Why? Because we're human, and unfortunately we are creatures who like to rationalize, digress, question, complicate, and deviate from even the simplest of tasks. We enjoy standing on the corner and carrying on a conversation with Resistance for a while. After that, we say hello to Fear, then Self-doubt. Many of us welcome these intruders into our thought life as if they're old friends. Before we know what hit us, we've been sideswiped, we're off the path, and once again we need help even figuring out where to begin.

Sound familiar? Why do you think there's so many packed out seminars? Okay, some of us are just plain addicted, but others veer off the path again and again. So, how can we possibly hang onto the success we have and continue to build on it without losing ground? I'm glad you asked. I've covered that for you too! Keep reading...

The Secret to Continued & Lasting Success

Afraid of losing what you've gained? Do you wish that you could somehow protect the moments of clarity (like the one you're experiencing right now) and keep yourself from losing the knowledge you've gained?

You can, and I'm about to tell you how. Of course, this is going to cost me. Once you put these into practice you won't have to make a new start again, and again, --and again. Instead, you'll simply continue to build from one success to the next. (This means you won't be needing, *Millionaire Mindset Mastery, The Sequel!*)

Ready? Here they are.

Hint: Don't just read them, --employ them.

1. Discover What You Love & You'll Find Your True Purpose

That sentence strikes fear into hearts of so many individuals. I receive countless stress-filled, anxiety driven replies to this simple sentence, --everything from, "But you don't understand. I have to earn a degree in XYZ. It's what my family has planned out for me," to "Niko, I really don't know what I love. I don't think I have a passion or a purpose."

First of all, relax. Discovering what you love doesn't have to turn into your source of income or a complete life upheaval right this minute. What I really want to do is raise your sense of self awareness. It's okay to know yourself, to recognize your strengths, and to keep an eye out for opportunities. I like the way Steve Jobs explained it. He said, "It's easy to connect the dots

backward," and how true that statement is. Looking back he could plainly see how his decision to drop out of college as a full time student, and odd follow-up plan to take a course on calligraphy, added up to be exactly the right thing to do. He later used this recently acquired knowledge of typefaces when designing the Mac, which turned out to be the first computer with multiple font choices and proportionate spacing. Could he have planned this out better? Probably not. Often, it comes down to trust. Somewhere in your seeing, being, thinking, speaking and acting you enter a "flow" and realize that all things work together for your good.

I have a good friend who loves to dance. When you discover what you love, you'll know it. It ignites your very being. You truly appreciate every aspect of it. You love to engage in it, teach it, read about it, observe it, and admire it. It's the thing that makes you come alive. Of course, she didn't see how her love of dance would ever connect with her future. That's okay. Most people make this mistake. They feel like their true love is simply a hobby, while their work is...well, work. Few discover the line where work and play blur to such a degree that they fully and purposefully engage in every moment of their day. I'm here to tell you to keep your eyes open, --become mindful of what you love...because your calling is looking for you, just like Steve Job's calling was looking for him. You really *can* live a life that most people only dream of, --but you have to look for the opportunities!

For my friend, it worked out in a pretty fascinating way. Her family wanted her to go into the field of Psychology. It was practical, and a career path her family knew well. She worked hard, dedicated herself, and earned her degree. Somewhere along the line she started working with a child diagnosed with autism. Over the course of her work with this child, she discovered that of all things, dance proved to be extremely therapeutic. It helped him learn, grow, and progress in new and exciting ways. There it was. Her calling stood at the door. Her love of

dance came to find her. As she began working with the child, that fire was ignited within her again. She started to love her work, --the lines were becoming blurred (it all felt like play). I met up with her at a family gathering and she began to share the entire story with me. Of course, I immediately saw things she didn't recognize at first.

"This is an amazing opportunity! Do you know how many parents will be interested in this form of therapy? You can have not just one student, but an entire dance class full." I explained as I saw the light go on in her head. She really didn't have to travel down the exact same career path as everyone else who had gone before her. She could dare to be different! And here it was, the opportunity for her to blend both her education and her love of dance. Who would have thought it would work out that way? Who could have foreseen?

Instead of worrying where, when and how your calling will present itself to you, just trust that it will. Carry yourself in a way that says, "I'm ready for it!" Be open and on the lookout for opportunities and crossroads. They happen every day.

2. Never Stop Stretching Yourself

If you're not moving forward, you're losing ground. It's as simple as that. If you want to keep growing, you need to keep stretching yourself, setting higher goals and pushing the envelope. Learning and growing are a part of life. Never allow yourself to stagnate.

The other day I was on the phone with a colleague of mine and we were discussing the books I had recently completed. I realized during the conversation that I don't really get all that excited when I talk about some of my accomplishments. For a minute, I wondered why. Had I

lost my sense of gratitude? Then it hit me. I hadn't become ungrateful at all. I had simply grown.

Let's say I was a bodybuilder who could bench press 300 lbs. After reaching this goal, I would naturally become used to it. It would simply become a part of who I am. I wouldn't become overly excited or awestruck every time I did it, especially if I'd been doing it for months! That's why we have to continue to challenge ourselves to go farther and reach new goals. Just as the human body adapts to a weight lifting routine and will stop making progress, we should continuously work on our own personal development.

Have you made your first million? Excellent! What are you doing next? Maybe now is the time to set up that entrepreneur's training center you've always dreamed of, or open that second business, or start public speaking. Even little things count. Recently I was asked to take part in the Tampa area's *Dancing with the Stars* for charity. I was recruited by a good friend of mine and although it wasn't something I would have chosen on my own, I saw it as a small crossroad. It's definitely something new, and it's a bit intimidating! So, of course, I should look at it as a growth opportunity...okay, I'm in!

Look for those opportunities in your own life. Of course you can't say yes to everything, but you'll know when it's something that's right for you. Personal growth comes in many disguises (even dancing shoes).

3. Surround Yourself With Excellence

If you're the smartest person in the group, --you need to find a new group. Not too earth shattering, but true nonetheless. Have you ever heard of mastermind groups? They've been around for a centuries, and they don't have to take place around the boardroom.

Thomas Edison, Harry Firestone, Andrew Carnegie, Henry Ford and a few other entrepreneurs would regularly get together for a 'meeting of the minds.' Sometimes it was lunch, while other times they'd plan week long camping trips. I'd say their strategy worked out pretty well.

When you get together with likeminded people who have the same internal drive and spirit as you do (but with different talents and gifts), it's almost like putting an orchestra together. Meeting with other entrepreneurs, authors, inventors, and change agents will not only offer the opportunity to exchange ideas and build new, creative strategies, but just being around positive influences will actually stir up the drive and motivation within you. It's almost like a good battery charge!

Unfortunately, too many people like to be the leader of their little group, and this does nothing but stagnates their own growth, crippling their potential. Now, there's nothing wrong with loyalty to your old friends or business groups, but if you're starting to feel a little rusty and stale, you need some new connections. Look for opportunities. Certain people will be brought across your path, --be ready to capitalize on the encounter and see where it may lead. Just as it's important to develop a sense of awareness about wealth opportunities, it's also vital to realize that everything happens for a reason and the next person you meet could very possibly play a role in your future success.

This type of awareness is simply a part of truly being alive, connected, and fully engaged in your life. If it's foreign to you at first, that's okay. Now that you know it exists, you'll grow into a deeper sense of awareness.

Take a deep breath friends. Welcome to the rest of your life!

Are You Ready?

So there you have it, -- the 5 ridiculously simple steps to having everything in life you want, and nothing that you don't, plus some extra keys to keep you moving forward and prevent you from losing what you've gained!

Will you ever be faced with things that you don't want? Of course you will. But they don't have to become a part of your permanent story. They're only attached to you for as long as you tolerate them.

And as you know, you can make the decision to no longer tolerate them, right now...or, right now.

or right now!

I'm excited to be a part of the story of the rest of your life! Now that you have a full understanding of the process, you're ready to take the appropriate ACTION and move forward toward your goal, and ultimately, --true satisfaction.

The steps you take after completing this book are critical. Remember what I said about moving forward or drifting back into stagnation? This book stirred up the gifts and callings within you. Ultimately, the five steps are a message of hope. What are you going to do with it? The keys are in your hand.

Whether your goal is to turn your idea into a 6 figure business, find true love, discover your life purpose, turn your health around, or all of the above (trust me, they're all related),

planning out the steps and then ***working methodically through the process*** will bring the desired results, --GUARANTEED!

Are you ready to get started?

Great!

After reading this book you're standing at one of two possible crossroads:

Either you know exactly what you want but aren't sure what your next step should be to get there...

or you still haven't fully discovered what your life purpose, gift or calling is.

Either way, help is available right now.

YOUR FREE STRATEGY SESSION

Unsure about your life purpose? My free strategy session is the first step to recognizing and pulling out your unique gifts and callings. I've worked with hundreds of individuals who have used these 'laser sessions' to almost immediately place them on the right path. Many of us are just one minor adjustment away from success, --we just can't see it.

Use this link to schedule your free session now! NikoMercuris.com/StrategySession or move directly on to learn more about planning your action steps.

YOUR ACTION STEP BLUEPRINT

Remember, the proof is in the process. Whether your goal is an oceanfront property, freedom from a 60 hour work week, a turn-around in your relationships, or the lean, healthy body you desire, -- success always follows the process (or ACTION). This is where the rubber meets the

road. If you want results, the time is now. We'll help you map out your own unique process and take you every step of the way in our exclusive mentorship program.

If you're serious...

If you believe your time is now...

If you're ready for a level of success most people only dream of...

Click here to begin Your Action Step Blueprint: NikoMercuris.com/ActionBlueprint

It's no accident that you downloaded this book, followed through by reading it to the end, and now have arrived at this next step toward your success.

This is your crossroad and I'm excited to take this journey with you!

You'll never be the same!

NikoMercuris