MINDSET

WHAT'S THE SECRET

- If you want to get ahead, you must be willing to do what 99% of people aren't.

- **Monk Mode:** Total focus.

- Having goals isn't enough — everyone has goals.

- To be more successful than others, you must do what others refuse to do.

- Every morning, I'd wake up and go straight to work — no meditation, no workouts, no breakfast — just work.

- Success is about seeing opportunities others ignore, and having the courage to hold unpopular beliefs even when people mock you.

- **Beating Procrastination:** You overthink because you have the *luxury* to do so.

The Formula

1. **Have a contrarian idea** — something most people overlook or disagree with.

2. **Be correct about that idea** — this requires disagreeing with the majority and *being right*.

3. **Execute massively** — hard work is essential, but it's not the only factor that determines success.

THE REALITY OF BECOMING SUCCESSFUL

1. Timing

- Getting into the right industry at the right time can make you rich.

- Hard work is required, but timing often decides the outcome.

- One good decision can outweigh dozens of bad ones.

- Focus on small steps: aim to make $1,000 first, then $10,000, and keep scaling. Don't skip levels.

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2. Don't Just "Follow Your Passion"

- The saying *"Do what you love and you'll never work a day in your life"* is misleading.

- You'll eventually get bored, even with something you once loved.

- Your real passion should be **making money** and enjoying the process of the game.

- Become aware of what you **don't want** to do in life.

  - Write it down.

  - Visualize where your current choices and habits will take you in 5 years.

  - Ask yourself: *Do I want to end up there?*

- That "negative vision" of your future can fuel massive action.

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3. Take Responsibility

- Successful people take **full responsibility** for their actions and outcomes.

- Unsuccessful people act like children — they avoid accountability and never grow up.

- You can't hand off your responsibilities to others.

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4. Speed: Cut Your Learning Curve

- If you move too slowly, you'll fail or give up before you reach success.

- When starting out, many things will go wrong — the key is to respond **quickly**.

- The faster you move from testing to fixing, the faster you'll succeed.

- **Speed = Momentum.** The sooner you implement, the sooner you earn.

- If others move faster than you, you'll never catch up.