Dedication

To whom believed in me,

And pushed me into life!

And supported me at time of misfortune!

To whom gave me everything without any exchange!

To whom still considering me as a little boy in her eyes!

To the light of my life

My mother... may Allah protect her!

Introduction

Praise be to Allah who created us from nothingness and raised us with blessings and distinguished us from all other creatures with great blessings and gifts, and rewarded us the blessing of choice whereas, Inanimate objects, plants, and many other creatures who are existed but don’t have the ability to choose, except for the human being who chooses what he wants when he wants according to what he wants, and he knew his own destiny and dignify himself with it, Misery makes circumstances and events lead a person to what he does not want, as what he agreed. Praise be to Allah before and after, and may the blessings and peace be upon the best of his creation the prophets and his messenger Muhammad. after:

The author of the book "Rich Father" and "Poor Father" Robert Kyozaki said that there is a gold in every place but most people are not eligible to see!

This beautiful saying applies precisely to this golden age in which we live. Today's world economy is in its strongest condition, and every year it opens new projects all over the world. But through my observations, I saw that most of the new projects are at least at the discretion of those in my community, I saw that most of them are for less people, this means that several projects all come back to one company or one person, as if he understood the game, mastered it and practised it with a devotion that moves between projects and activities, while most of the rest of the people lived in seclusion, clinging to their secure jobs.

My aim in this book is to convey you to these initiators; To make your way, not to depend on a single source of income, but to start freelancing, multiple sources of income, and to come back free as you were.

Professor Muhammad Yunus, winner of the Nobel Peace Prize in 2006, and founder of German Bank says: "All human beings are entrepreneurs, and when we lived in caves...we used to work for ourselves, find our own food and feed ourselves, and when civilization began, we extinguished that spirit within us. We became workers, because they classified us." By saying: (You are workers!), we forgot that we are entrepreneurs.

If you work with the ideas and strategies in this book, I guarantee you that you will be back as a former entrepreneur; In the pages of this book, I have gathered everything I have heard, read about the world of freelancing, financial success, as well as the experience of doing this field for more than five years, which is not long, but I think it is full of experiences, and I still don't know much.

Allow me to be a meddler and play the role of a teacher and you will be a student, so be open and ready for receiving information, and take what works for you and leave the rest.We will proceed in this book andget exposed to three chapters: the first one, I talked about contentment, they are the basis for every change or transition. The second chapter, I tried as much as possible to be practical in presenting it. Finally, the last chapter I dealt with what I called "enlightenments", in which I dealt with some ideas and concepts that would help and assist everyone who aspires to be an entrepreneur, asking Allah to have a good and useful timewith my book and to make a significant leap in your life!

Mohamed Ahmed Al-Mohamadi 07/04/2016

Preface

The most amazing thing I've ever seen is that the biggest food and cleaning tool store in my neighborhood -is for a Pakistani. And there is astrong competition between two of the best restaurants, one for partners from the Yemeni community, and the other one for partners from the Afghan community!

And if you want me to tell you the rest of a series of services and other projects owned by people who are considered strangers, because they are from other countries. Even women’s services, such as beauty salons and others are owned by businesswomen, some of whom are from Lebanese or Moroccan community, or otherwise.

I congratulate these brave ones for their successes, they have not wronged anyone. They have presentedgood reasons and have gotpositive results as well. I ask Allah to bless them with more good things, he owns all the good in this world. But I have many questions for the country citizens. Where are you from these blessings that isin front of you?

What mentality or philosophy did you adopt to gain a livelihood? And made you only seek for a job!

I think we need to reconsider how we get money and adopt new ways, and set them in our future generations, and perhaps this book will contribute in spreading and adopting the philosophy of entrepreneurship.

What is Freelancing ?

Freelancing; is a group of diverse jobs carried out by independent people in order to gain money and other benefits, which has several ways. We will recognize them in the coming chapter “ What are the ways to get money? “ .

As for a businessman, he is the one who works for himself without an authority that forces him to do so.

Some may call him a business initiator or entrepreneur or an investor or an adventurer, all of which are carrying the same meaning, and that person may be the owner of a great international company and may also be the owner of a small store that doesn’t exceed a few meters. However, they all carry the same previous definition.

Some may underestimate these stores and small businesses, but they are gaining plenty of money. In the neighborhood where I live, there is one of the popular restaurants whose income may be equivalent to some of executives in the largest companies. His income is at least 35,000 SAR a month, while it’s a simple restaurant with no more than 8 workers. If i mention the word project in the pages of this book, I mean all projects whether it is small or large, and if i mention the word businessman, I mean everyone who has the characteristics of entrepreneurs, whether he is a man or a woman, young or old.

Chapter one

Contentment

Contentment:

Our inner contentment is the main reason behind every behavior or any of our decisions, it's the basis of formatting our personalities, but we often get caught up in thesuperficial actions and we try hard to change them, and eventually we find ourselves back to our old habits and that because we have not changed the inner contentment from which we act.

Also, how we see ourselves and thethings around us – will determine who we are? how will we deal with things around us?

Wayne Dyer says: "Change your view of things and they will change by themselves". If you want to make any change in your life, first you should recognize your contentment, your inner view of you, and of the things around you, then work to change them, and then things will change around you, and this is the correct way that everything starts off from it, and from the businessworld that we are going totalk about. We will go through and search together in several contentment, which not right for us to ignore, and proceed to the most practical topicswithout limiting to only your contentment. First, be alert and transparent with yourself as you read this chapter on your inner contentment, as it's the foundation and preparation to start off the business world.

Are you ready?

How do you see yourself?

If you see yourself as a weak person or a simple worker, you will remain so for the rest of your life, but if you see yourself as a strong person or a businessman or as a person who deserves having good things like others in this life, you won't settle for less.

Would you believe if I told you that we are affected by how others think of us as well?

In a classroom, a teacher asked a question and everyone in the class was participating and trying to answer it, except for one student who did not show any interest in the teacher’s question, as if it didn't matter to him. Then the teacher stopped and asked the student: Why don't you try to answer my question as your friends did?

The student answered: Because I'm stupid, my math teacher told me so.

What happened with this student is that he was so affected by how the math teacher thinks of him and as a result he believed that he is stupid so he didn't try to answer the question.

Perhaps you too have had such impressions of you without even realizing it. So, if we are affected by the way people see us, we are 100% affected by the way we see ourselves, right?

Believe me, whoever is satisfied with a little, deep down he looks down on himself.

Now be honest and transparent with yourself, how do you see yourself?

Do you see yourself as a strong person who can achieve what he is looking up to, or do you see yourself as a weak person or other negative characteristics that those around you described you with or you gave it to yourself unconsciously?

Finally: Knowing how you see yourself andenhancing it if it’s good or modifying it if it’s bad - is very important.

So give it some of your time and meditate on it.

Know your value

Allah created our prophet Adam with his own hand and breathed into him hissoul, then ordered the Angels to prostrate to him. So, we are created from the descendants of Adam, and Allahmade us in the best form,and gifted us countless blessings as well as unique systems which no one will have the ability to create themother than him.

We - humans - have sight and hearing systems, and many more, and they work automatically, and if we recognize one of the human systems... we would be surprised by the greatness of their manufacture and the intensity of their perfection. So, thanks to Allah who distinguished us from all other creatures and placed at our service everything in the heavens and the earth for us, even his greatest creatures, such as the sun and the moon, and the greatest thing of all is that he made us successors on his earth.

know your value, live your life in a better way. You are the greatest creature on earth and you own the greatest blessing. Yes, I mean the grace of mind, I do not know any greater grace than it.

Know your worth and ask for what you want, and you will achieve it by Allah's will. You have enormous capabilities.Daron B. king says: " You have more power than you ever dreamed of". You can do things you never imagined you could do, there are no limits to what you can do except for those you make in your imagination.

Ibn Taymiyyah says: " A person can remove a mountain from its place". He said it while he wasn'taware of dynamite, nor heavy equipment. Do not underestimate yourself and despise yourself. Anita Roddick (Founder of The Body Shop Company) says: "If you think you are too small to impress those around you, try to sleep in your room with just one mosquito". And I will tell you one more time: Know your worth and have courage, ask for great things and strive to achieve them, you are always greater than them.

Do you know what is the defect here?

The great defect is to be a great creature and live an ordinary life, a life far below your capabilities, and much less than your talents that Allah has given to you. Is it wrong that Allah chose you over his other creatures?But you do not appreciate this selection, or ignore it. It is also a shame to live in a world where all means of livelihood and luxury are available, but you are still content with little, and it is shameful to live in a country where people come from everywhere to find their livelihood and achievetheir dreams in it, and they set up projects around you and you are still satisfied with littleand you live on a little less.

**I have never seen people's defects such as the flaw of lacking the capacity of completeness**

How do you think of businessmen?

If you think that businessmen are impostors, greedy, or similar descriptions of injustice and aggression to them. you will not become an entrepreneur one day; I guarantee you that. A Wiseman says: "You will never become something you hate". This is the logical result of this contentment. If you hate something, you will automatically make choices that will keep you away from this thing. Unfortunately, in any council, when a businessman is mentioned, someone will often belittle him, and that he made his fortune by stealing and other slanders. So, many of us have negative thoughts about businessmen, but the reality is so far from these misconceptions, as there are many good businessmen and they have remarkable contributions in various charitable fields inside and outside the country.

How do you think of businessmen?Do your thoughts about them hinder you or help you? If they hold you back, change your thoughts, take a better look at them and remember: there is no way that you will ever be something you hate. Be fair and don't be like other people who generalize words and accusations.Businessmen are the reason for employing our children, and they are the reason for providing services and products for us as well, and for strengthening the economies of countries.Having such contentment about them, will help you one day to be one of them.

Eventually, I want to tell you that money will not make you abad nor a good person, money will only bring out what is inside of you. If you are abad person, you will appear as a wonderful villain, and if you're a good person, it will make you look good too.

How do you think of money?

Being an entrepreneur or aspiring to be an entrepreneur - this means that you will naturally deal with money, if you have outdated or negative thoughts about money, this means that you will suffer a lot and you will not achieve success in your business no matter what your capabilities are.The result of having negative thoughts about money is toget a little less financial success, and The result of the positive thoughtsare positive as well. And to prove you the validity of this theory, and the fact that thoughts are the reason behind the results we get - let me ask you a question: What are the results for someone who thinks that marriage for example Will restrict his freedom, and impose greater responsibilities on him in his life?

I think the result will probably be that he will never get married and never get the right wife.

Good! And for how long will it remain so?

Until he changes his thoughts towards marriage, and sees that marriage is the key of happiness and stability and other positive beliefs, the same goes with money,you will not succeed and achieve commercial success by thinking that money is the main of evil, or that money corrupted the world, and the owners of money do not enjoy sleeping, and others Misconceptions about money.

Pay attention to your thoughts about money and make them positive so they can be usefulto you.

Now that you know this, take out a piece of paper and write: What are your thoughts about money, then look at them, enhance them, and keep the good ones about money, and let go and get rid of the bad ones.

It all has its effect.

A better way to think of money

We often hear this sentence a lot, "Money is not everything" right?

This sentence is very true, but it has another part to complete the correct meaning of it, money is really not everything, but perhaps money is the most important thing. I think this sentence is more complete and more beautiful, don't you agree with me? or at least one of the most important things. Whoever denies this truth, he denies the postulates of life, there are definitely greater things than money, but money is also one of the most important things in this life. Money is, as Allah described it, the adornment of life, so why do we insist that it is the reason of corruption of the world?

Being a businessman and an owner of money does not conflict with being a good person, as some of us think; Some of the prophets had a lot of money, as well as some of the companions of Messenger Muhammed. Let me tell you why is money so important? Especially in our time in which we live, we live in a time in which everything has levels, shapes, and colors. Previously, everyone had almost the same size of the house, or tents. Today, you can live in a house consists of three or five rooms, or you can live in a villa, or in a palace, as well as in neighborhoods. You can live in a neighborhood where all services are available, or you can live in a remote neighborhood that does not have any type of service, as well as in education. In the past, you had no choice but the school next to your home. Today, there are several schools that vary in the quality of education, methods, etc. And you can even send your children abroad to complete their education, as well as in entertainment. Clothing, food, drink, and much more. Whoever does not have enough money will suffer a lot, and automatically will find himself in the lowest classes, and will always have only one option, and the most difficult thing in this life is to live with only one choice available to you,while there are many options in front of you.

Money is powerful, and a strong believer is better and more beloved to Allah than a weak believer. It will always make you the giver and the provider, instead of always being the taker. Money in its least condition will suffice you from being dependent on others. The prophet Muhammed says: " **Good money is for the good servant** ".

Finally, let go of your worn-out contentment about money, and replace them with correct ones that will help you get it; You will not become an entrepreneur and gain money,while you are having negative thoughts about it.

What are the methods to get money?

After we have known the importance of money, and have embraced a much better way to think of it - we have to know the methods of gaining it as well, perhaps it sounds naive or known to you, but I always say: The easy and well-known things are what we miss.

Let me tell you a situation I've been in, which I think is a good introduction to what we're going to talk about.

One day I went to a store trying to catch up with it before the doors gets locked; There were about five to ten minutes left until the closing time. when I arrived and pushed the door, I found it closed, and I was about to leave, but one of the workers pointed out to me to push the door in the right direction, the door was open, but I thought it was closed. I pushed the door in the wrong direction! And when I entered the store, I told the worker jokingly: The door is open, but the mind is closed! I hope this made you smile as it did tome and the store worker. I pushed the door in the wrong direction with a previous belief that it was closed; So I turned and thought it was closed, but in fact that it was not closed, but my mind was closed early!

The truth is that there are many things in life - we deal with them in this way, that they are in our hands, but the mind of some of us are too closed, and this includes how to get money.Getting money has several ways and methods, but we do not see or open our mind except of one way (ajob mostly) is to get money, although getting money has several methods, including: Trade, real estate, investment, stocks, contracting and its types, commercial projects, a job. Each of these methods has several types but most people use only one method and few people combine two methods, such as being an employee and also own real estate or shares, and the least few are satisfied with freelancing alone. Ifthe approximation is70% are employees, 20% are employees and also freelancers, and only 10% are entrepreneurs. It means 90% of people definitely need Entrepreneurs;That is why entrepreneurs are the most affluent people with a share of moneyand my goal for this book is to help you to be one of these 10%. You deserve it, but look after yourself, you are the who can decide to take a step first.

Where do we find livelihood?

We learned in the previous title "what are the methods to get money?" and that there is more than one way to gain it. Now let me define for you where most of livelihood is placed. It was reported from the Prophet that "nine-tenths of livelihood is in trade". Professor Ahmed Al-Mazni, the author of the book"Trade Experiences"commenting on this hadith and explaining the result that nine-tenths of livelihood is in trade, he says:"This may be because trade brings about full dependence and trust on Allah. As for the job, your wages are gained at the end of each month directly, as well as the job with limited income. As for trade, it is unlimited. In a job, you sold your effort to others, while in freelancing, your effort is yours". The End. If you have an explicit text, which is revealed to the prophet from heaven, tells you that nine-tenths of livelihood is in trade, and it is a freelance type, so what are you waiting for?The news is reliable, and it is not issued by the Times newspaper, or the CNN channel, but rather from a prophet who is revealed to him from heaven!

Start your project!

Could you be an employee and a businessman?

I think this is one of those matters for which there is no 'yes' or 'no' at all, it's relative. As some people can be an employee and a businessman at the same time, and some people can't be both.As well as jobs differ in nature, some jobs drain all your effort and time to the point that you won't find enough time to do any other activity, and others may only take you two or four hours a day. People are also different, some of them are sociable and like to meet colleagues every morning andhaving a group breakfast and coffee with them in the employees’ offices, butin freelancing doesn't provide him such an atmosphere. Also, some people can be only a businessman through full-time, as they are not able to combine two jobs together. So, as I told you it's a relative matter. But I think it depends primarily on the nature of your job and the number of working hours, who works nine hours a day not like who works six hours. I know some teachers in the education field whose work ends in the middle of the day, so they have enough time to work as a freelancerin trade and others.

In the end, it is up to you. Your choice, your decision. If you can do it, go ahead. If you can't, chose to try. And if you are not employed yet, then this is the right time for you!

Do you like your job?

Let me be a perfect platonic and say: Who wouldn't likehis job?It is the most important thing in this life. Without it, we will homeless and won't be able to make families. Now let go of Plato and his virtuous city, and let's be more realistic.Most studies say: More than 50% of people work in jobs they don't like. At the beginning of their career, many people take jobs that do not match their qualifications, nor their tendencies, and this happens when there is an urgent need for money and lack of opportunities, so the person clings to any source of livelihood for him, and it's a good thing for him to have a job but also very bad for his abilities and talents, that Allah has given to him, to be used this way. The problem grows when you continue to work for twenty-five years and for eight hours a day in a place you don't like. Are you in such a situation like this?

How do you know you like your job? I will give you an accurate measure that will show you or reveal to you whether you like your job or not? Are you ready?

Imagine with me that you won a contest or inherited fifty million dollars. Will you continue working in your job or will you resign directly?

Now if you like your job, thenit’s a good thing and I strongly advise you to double your sources of income as well, but if you don't like your job, then you should start your own business immediately. Pack your luggage, and prepare to leave, and it's okay to take time to improve yourself for the other job you like. In all cases, the important thing is to double your sources of income. You should not depend only on one source of livelihood.

As for me, if I win fifty million, I will just phone my colleagues and tell them that I have submitted my resignation.

Are you in the right direction?

One time, I went to visit a city a little far from my home city. So, I set off at the right time and drove properly, I didn't commit any traffic violation, but after about fifty kilometers, I discovered that I was driving in the wrong direction. So I went back and that cost me more time and effort, but thanksto Allah it was a simple journey not a life's journey.

Today, a partner works with me, an expertise who has worked as an employee for thirty-five years. The first time we met, he told me something that confirmed the philosophy of freelancing and I'm going to share it with you here. He said: "I worked for thirty-five years in a job and there is no benefit from it and the salary is constant! ".

So it's not enough to be on the right path, you also have to be in the right direction.

Now reconsider the way your life is going, especially the financial aspect.

How do you get money?

Is there a better way to get it?

How does a well-known businessman in your city get money? Why don't you do the same?

Think about that for a while.

Who do you work for?

To clarify what my friend said after working for thirty-five years as an employee,I'm just going to tell you: Who do you work for? If you look at most of the employees, you will find that they work to pay the house rent, water, electricity, telephone, banks, car companies, etc.and very few are the ones who save something from their salary and benefit from it recently.The salary is often not enough for the employee until the next month and this is how it will remain. Theincome increases and commitments increase with it until the employee retires. I'm telling you that you will only take great leaps in your financial life through freelancing, which is available to everyone.

**Do you work for money or does it work for you?**

This philosophy shocked me when I first read it in the book of Robert Kiyosaki “Rich Father and Poor Father”, and I advise you to read his book; This idea may be considered normal for each other, and for others it is strange. So how does money work for a person? But I'll give you an example that shows or explains that.

A young man who works in a job with a limited income that is not sufficient for the end of the month, so he decided to buy a taxi and use it at his spare time from his official work, thereby he saved a second source of money, in which he works maybe five or six hours with his car to deliver passengers in exchange for money.

Another young man has the same problem, i.e. his limited income is not sufficient for him, so he decides to buy a taxi, but he will not use it but he will rent it to another driver, and share the profit with him!

If you think with me on the previous two examples you will find that the result is one, but the way is different, the first one worked on his car for the sake of money, the other one made the car (money) work for him!

If you think too, you'll find that the first cannot double his income through his car, because the time is limited, and he can't work for twenty-four hours, while the second can double his income, by increasing another car and bringing another driver!

Now, after you known that, will you work for the sake of money, or will you devise ways to make money work for you?

What is your project after retirement? Why don't you do it now?

Most people fall into such old programming of our minds that we will not start our own business projects until after retirement! Many of us have nice ideas for business projects, but we restricted them to a certain time, which is after retirement! But I really ask you: What's your project after retirement? Why don't you do it now? Do not leave this page until you have answered this question. What is the secret to your delay of your own project until after retirement?

The fact that I fell into such old programming until I found a book titled "What Will the World Lose by Your Death" by an Egyptian author, and I read in its pages these two previous questions, and it shocked me that I touched old programming firmly in my head: that I would not start my own project until I retired! I was so funny! I have ideas and projects, but I'm waiting to retire after twenty-five years!

Thank Allah I dismantled this restrictive programming, and I learned that the best time to start my project is now.

I am asking you now, what are your justifications for which your project has been delayed? Reconsider it. Are they really justifications? Or are they excuses that hide under it the laziness or the fear?

Man, you are today in the greatest time, and all the opportunities in front of you, and the sources of funding call you, and courting you! Every day hundreds of projects open and you're still waiting to retire! Start your project and grow it, you don't need to wait to retire, maybe you quit early!

Fear!

Fear: It is an illusion, and often for things that probably don't exist, Mark Twain says (After over his age of 70 years): "I have occupied myself in my life with thousands of problems that I found out that most of them didn't exist." The biggest reason why most people can't break into the world of freelancing is fear, which makes years after years pass through them and they are still hesitant in the same place, and all the excuses you hear come from fears, the fear is the biggest obstacle that prevents many people from achieving their dreams, who overcomes his fears will reap a lot of good, I am not a psychiatrist to give you a remedy to overcome your fears with it, but I'll expose it to you by knowing its reason, and then we work to prevent the causes of it, and that's the right way:

To know what causes fear, and work to prevent it instead of being concerned with symptoms that won't end as long as the causes exist. And I'll also give you a strategy that will help you to start a project, or rather you'll learn from it when to start a project? And when do you refrain?

Follow me.

First, the main reason for fear is:

Negative inputs:

Negative inputs I mean with negative inputs: all the bad news you've heard, or seen in your life, whether on TV, or on the ground, and all the stories you've read of calamities or crimes, all these inputs are doing things to you and you don't feel. Studies have  proven that those who don't watch TV are braver and more fearless in life than those who watch TV! I have no doubt about this result; Most TV news is so negative, they show you the worst in the world, and your decisions don't come from the air! But it comes from your mind that full of such inputs, for example, it is difficult for some of us to travel through Malaysian airways. All this comes down to the news that we brought to our brains about the crashing of the Malaysian plane, whereas the person who had not heard of this accident could travel through these airways, and I personally suffered from this, so I could not use Malaysian airways only after great hesitation, knowing that it was a domestic flight! However I was so afraid! It's the negative input.

As well as in freelancing, if for example you want to go into the world of stocks and speculate on them, and you're one of those who keeps following the news. Right into your mind will show you the image of the Al Arabia broadcaster talking about the decline of the stock market! You will refrain from entering the world of stock.

So it is, if your mind is full of negative stories, attitudes and images.. You'll be more afraid and worried, and if your mind is proper from these inputs, and it doesn't know them you'll be brave

The question or the strategy of starting a project:

Some of us don't want to start any project only after all his doubts and fears have gone, and it's never going to happen, Do you know what courage is?

It's making an act with fear, not be afraid! There are some things in life where there are no guaranteed results 100%, And must be dealt with something of the unknown, and here lies the secret to the pleasure of life in dealing with the unknown. So imagine with me that you're watching a replay of a football game knowing the end result of this game, Of course the watching will be boring, as well as if you know all the results of things that you deal with in life, you will lose the pleasure of life and diligence, and anticipate the results, right?

But when do you start a project? And when will you refrain?

Here's this beautiful and simple strategy:

Ask yourself a question: What's the biggest loss I might get?

Put all the possibilities and expected results, then take the worst possibility from them, then see if you can afford it or not? If you can afford the worst possibility, so start a project without hesitation, If you can't afford the worst possibility, so refrain, and look for another project, don't give up your goal of being an entrepreneur, but change your plan, and this is the rule of goals that is always constant., but plans change, and alternate depending on the circumstances and conditions, and in such a case change your project if you see that you can't afford the worst possibilities.

But the worst possibility is also relatively, and it varies from person to person, if some of us lose twenty thousand.. It's consider a disaster for him, and the others if they loses a hundred thousand it is consider a normal matter for him, so maybe I confine it to a number of years, and I say: if it's the worst possibility, it's a loss that can be tolerated and compensated within two years, then start a project, and entrust to Allah, and if it's more than two years, then stop and change your plan and your project.

In short, to start a project to any project put all the possibilities, then take the worst possibility out of it and see if you can compensate it in two years? If your answer is yes... then go ahead, and entrust to Allah.

And if it no... Find another project.

Why fear?

I was driven on a street in the city with my kids, and I was caught by a traffic violation camera, like I went past the red light, but I was in the right lane, and I waited for six seconds, which means I didn't commit any violation! But the camera didn't realize all these details, picked me up, and considered me as a violator! So I said to my sons: Maybe the camera went wrong, and my daughter said, "Yeah, the machine and devices sometimes go wrong, and then my younger son commenting : Not only the machines and devices go wrong, but all the machines and all the young and old people sometimes go wrong!"

In fact, I was surprised by this phrase, even though it's an information that we adults have, and you know it very well, but let me ask you a question: if all the machines and all human beings young and old sometimes go wrong such my son said. So why fear?

If everyone is going wrong, you don't need to be afraid, then, you're one of those who was going wrong and still going wrong, and they're going to get it wrong.

I want to tell you something that, if you risk into a business project and you don't succeed, and you lose everything, you won't be imprisoned for life, you won't be sentenced to death, and you won't be hardened on a city street to be a moral and homily for everyone who goes ahead to a business project! On the contrary, you will get a lot of donations, such as experience and knowledge, you will get rid of the knot of fear that everyone has, and you will also get rid of the urgency of the idea. Some of us still have the idea of his project stuck in his head until he dies without doing it and testing it on the ground, Mark Twain says: "After twenty years from now you will regret what you do more than you will regret what you did wrong! ".

Finally,

All the machines, all human beings young and old sometimes make mistakes, why are you afraid?

Clean your window glass:

Each of us has a window from which we see the world, some of us only see the misfortunes, losses and calamities in the world, and some of us live with it in the same place! But he sees good and beauty as well, and the rule is still constant "Hope for the best and you shall find it", as well as with evil! The reality says, who always sees evil - he will find evil, and who also sees good will find good.

So how is your insight at the world around you? What is you insight at the business world specifically? Do you see that opportunities are everywhere or do you see that opportunities are limited?

All of which will play an enormous role in determining where you are in the business world, I will give you an example to show you the veracity of what I say:

A young foreigner (that is a stranger to the country) comes to our country and evaluates projects and businesses, and achieve a great success, while the country's son has not progressed, or achieved anything even though he has a greater chance! Do you know why?

All this has a beginning and it's the reason behind these two results, it's the window that each sees the world from, which will lead to ideas that permeate in the brain! Hence to the decisions, behavior and results, the young foreigner came to this country and the window through which he sees, The ideas in his head are that this country is a country of charity. and will get opportunities that he did not get in his own country, while the country's son, the window from which he sees and the ideas in mind-all revolve around medium and unemployment. And that there are no opportunities like before and things that may only exist in his head!

Finally:

To get off to a proper start, clean the window through which you see the world, and believe that good exists, and enough is enough for everyone.

In short, be optimistic!

Warm zone (comfort zone)

There is an area in human life called the warm, safe or comfort circle zone, which is all the practices that man is used to, even if they are negative; It is considered a safe area for him, and he cannot afford its parting. He does not want to change his work with better opportunities than it, and he does not want to have a higher degree; Because it is tired and committed to him, he will come out of his comfort circle, and he does not want to change anything that affects this area (warm zone); Because these changes will often be accompanied by some discomfort and confusion, I say to you honestly: Starting your own project will expose you to confusion, perhaps not just in your physical life but even in your social life, you probably won't find enough time to sit down with family and friends, maybe you work for several weeks' continuous, but believe me, nothing will change in your life and you will never be a pioneer as long as you're convincing and sticking to your warm area.

The area where you are today is comfortable and safe, but its problem is that it keeps you years after years and you're in the same place, and nothing changes but that you grow up and age! Now, It's comfortable and dangerous in the long run, and the reality told us that, we will not get the greatest gifts and donations, except when we get out of this area, so if you want to make a difference in your life. So dare, get out of this circle, start your project, always train yourself not to be afraid of change, but start it, break into your fears instead of running away from it, and know that if you live a life less than you. It is will be hurt, and if you live a life at your own level... That's normal or boring!

But the great pleasure is to live a life a little bit bigger than you, and keep growing with it constantly, a life with a kind of feisty challenge that provokes your abilities and talents, inevitably you will be nervous and upset, but it is temporary and necessary to move to a better place in your life, and you will no doubt face some failures, but you will also have a lot of successes.

Are you a knight or a horse?

Napoleon Hill said: "There are two ways to associate one with life:

First: Be the knight, while life plays the horse, you will run your life as you want.

The second way: it's to play you as a horse, life controls you! Take you where you don't want, and choosing whether to become a horse or a knight is a right conferred upon him., but there's a sure thing if one doesn't choose to be a rider on life, it's sure to be a horse! ". He's done.

It's very beautiful phrases that tell you that you either define what you want, make your own reality, enjoy this life, or surrender to the circumstances like a horse's surrender to his knight, and life takes you to places that probably won't pleasure you, and it's worth noting that if you're not a knight of your life. You will automatically become a horse surrendering to the circumstances, but the good news I want it, that the decision is only in your hands.

Who are you? Are you a knight or a horse?

Finally: Being a knight means that you have goals and plans to reach them.

Are you a knight or a horse?

Get on the stage of your life!

I'll ask a question and I want to answer it. Who gets the greatest gifts in movies?

No doubt, he's the hero.

Well, who also enjoys the biggest fun in the movie?

No doubt, he's also the hero, Wonderful! Gets the greatest gifts and money, and also gets the most fun?

Well, who wins a heart and a hug the most beautiful girl in the movie?

Of course he's also the hero.

So why don't you be the hero?

Allah gave you tremendous abilities, gave you freedom to choose to be a hero, or to be an ordinary human being. Why would you be satisfy to live on the margin of life with your ability to be a hero?

Get on the stage of your life boldly and bravely, and be a hero, that's what suits you.

Is it too late?

Some of us believe that he has getting old, that he has been too late, but I tell him as in the adage: the best time to transplant was 20 years ago, and the second time is now! Yeah, it's now!

I say to everyone who getting old, or he was referred to retirement: if you miss the first time, which is to evaluate your project while you're on the job. This is also the appropriate second time, and we have many models of businessmen who have only discovered themselves late. Yet they have achieved great achievements. Ray Crook founded McDonald's when he was fifty-three years! Colonel Sanders founded “KFC” restaurants after he also passed fifty years! Don't care about age, but focus on the advantage you have, there is no doubt that you have a lot of experience in at least one field, I advise you to start your project in your previous business. But this time be a contractor, a trader, or a funder, there is no doubt that you have a lot of relationships in your previous field, the world lecturer Doddy McLean says: "You can't go back, but you can start from today and put a new end."

The Cripple Bird:

There was a student who was diligent in seeking science, who was expatriate from his homeland and his family in order to seek the science, but who was overwhelmed, and the maintenance narrowed, that forcing him to leave and return to his homeland and his family to seek a livelihood, so he ask permission from his teacher to return to his homeland to seek a livelihood, So his teacher give him the permission, and the student left, and on the way he saw a wonderful thing, and knew that this was a message for him.

He saw in the desert a cripple bird that couldn't see, and the bird couldn't fly. He said, "Wow!" Who feeds this cripple bird in this desert? After a glimpse of time he saw another bird come to this cripple bird; To feed it. As mother feeds her little ones! So The student kept watching this view surprisingly!

He said in his own mind: If this cripple bird in the desert comes his livelihood to him effortlessly.. There is no doubt that Allah will give me a living., where my teacher, and then he came back again to his teacher and when he arrive at his teacher, the teacher was surprised, and asked him what brings you back? Didn't you tell me you were going back to your family to seek a livelihood? So the student tell him the story, then his teacher said a word that written with gold water: "Son, why did you choose to be the cripple bird instead of the right bird that feeds itself and others? ".

He kissed his teacher's hand and said, "You are really my teacher, and he came to his homeland.

And I really wonder, why one of us chooses to be the cripple bird? so that he takes his livelihood from others as a wage for his work. Why we don't make business and jobs for others? Instead of looking for us a work or a job!

Robert Keyozaki told his teacher who taught him financial culture: "My father says to me: Work well, to rise up the career ladder, his teacher answered it smiling: and why don't you have the whole career ladder?"

It's a great and true question, and it indicates a high intensity. And so true, why one of us don't have his own business, staff, and a career ladder.

Today we are living in the best times ever, especially on the economic side, everything you have, even project funding, there are several channels racing for you to fund your project! Today's banks are wanting you to accept their funding.

Make the definitive decision!

Anthony Robbins says: "Your destiny is shaped by moments of decision-making,"

One businessman was asked, how did you become a millionaire?

He replied with two things:

First: I decided to become a millionaire!

Second: I tried to become a millionaire!

It's a very beautiful and concise answer, believe me, you'll only have something happen or change when you identify and make the definitive decision about it.

Today, most people have abstract wishes, but until now they have not made the definitive decision about them to translate them into workable and measurable goals.

The difference between wish and goal: wish is just a dream, and you don't have any practical plan to achieve it, and goals are also dreams, but it has a practical, clear and time-bound plan to become a real day to live.

It all just needs a brave decision.

And now if you've decided to start your own business... Follow me.