

MOTIVATE ANYONE with these 50 SUBLIMINAL INTERVENTION QUESTIONS
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40. Hi Nick, how goes the battle? Have you mastered how to control all 4 of the classic factors of production to help you acquire the ultimate life?

41. Hi Nick, are you avoiding the nightmare types of people and competing and allying with the correct types of people?

42. Hi Nick, have you found your niche and are you focusing your goals like a laser beam on it?

43. Hi Nick, have you acquired the fine balance of proper perspective?

44. Hi Nick, there are three types of people. Those who wonder what happened, those who watch things happen and those who make things happen. Which type of person are you?

45. Hi Nick, Are the things to do on your priority list ("TO DO") ordered from most important to least important?

46. Hi Nick, how much acceptance should you allow when dealing with others?

47. Good day Nick, have you been focusing on the most important things first?

48. Hi Nick, So are you making small steps to progress into the big time?

Second to Last. Hi Nick, Yea! You are on the correct path; so are you learning how to scale it up?

Last. Hi Nick, do you know how to release yourself from the bondage of the rat race?

Some things we learned in this book

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INTRODUCTION

The concepts in this book can be adapted to any person in any situation. The first few points start off with the example of getting a teenager off drugs.

zero. Hi Nick, How are you?

a) This first one is for the parents and it is pretty obvious; don't call your teen a zero and do not 'talk over' your child.

They are actually just looking for someone to listen to them.

1. Hi Nick, did you accomplish your goals to raise your self-esteem today?

a) Were your goals too large to accomplish?

b) Were your goals too small and seemed like a waste of time?

c) Were your goals at a good challenge state for where you are now?

d) Were your goals challenging and after you accomplished them did you feel a sense of happiness and pride?

Are you telling the truth. If you lie to me you are lying to yourself.

How is your regret level?

e) Doesn't know the definition of 'self-esteem'. It is not the same as confidence.

If you can't tell if your teenager is lying then you might want to read a different book every day

related to the questions in this book. Or since we live in the modern world...

Google - 'How To Tell When Someone Is Lying'.

2. Hi Nick, how is your regret level?

a) Don't have any regret? Does not know the definition of regret or is blocking regret with constant drug consumption.

b) How anxious are you feeling? - hands shaking, mildly paranoid, don't give a fuck, met a nice person today?

If his answer is 'don't give a fuck', WARNING: Call in the uncle/cops/bitch to apply pressure.

Book: Feel The Fear And Do It Anyway.

"That I have but one life to lose for my country" to Hale.

"To _____ deeply is to live afresh": Thoreau.

"What if" feeling.
Lament.
Never forgive oneself.
Product of hindsight, sometimes.
Rue.
Wish undone.

3. Hi Nick, what are your goals?

a) Don't know.
b) Which one is the most important at this time?
c) Don't give a Fuck. See question 2 WARNING, and create
subliminal/direct intervention. These questions
are a subliminal intervention. It is your job as a parent to know which
question you should be asking at
which time. That is trial and error. Don't push too hard but don't be
too soft either. Sometimes saying
nothing and skipping his question for the day/s is your correct choice.
And,
Love Will Work on Planet Earth.
Pick the hardest positive thing you can think of
and make it a hobby/goal (math/computers/music/art/sports etc.).
Did someone say love.
Can love be a hobby which I love.
Don't make what you love, 'your job',
you may learn to not love it anymore.

4. Hi Nick, are you worth a damn?

To get what you want, you have to deserve what you want.
a) Don't be a victim of your own making.
b) There are no short cuts.
c) How aware are you of your environment? Increase your awareness daily.
Focus.
d) Would you bet on yourself?
e) Smelling the roses is required, but now is not the time.
f) Be on an upward path to deserve more!
g) The world is way more fair than the media tells you. Although it is
not perfect.
h) People who deserve more, get more. Don't talk about normal types of
trauma, we all have that.
Talk about physical health issues or extreme mental trauma, yes. What
you do now is what sets the stage for what happens next.
How you play your part is all that concerns me. Play a bigger part.
Perseverance, patients, wisdom, awareness.
i) Don't fall into the trap of making specific rules.
j) Character traits - balance. Step by step.
k) Bet on yourself.
L) Now invert, who wouldn't you bet on, and try not to be that person.

What is your plan to start deserving what you want from life?
On a scale of 1-10 what is your awareness, deserve it, worth a damn
factor? Why do you think you are at that level?

How can you increase it? If you look back in time at yourself, would you bet on yourself compared to everyone else?
If the answer is no, then what do you have to do now, to be the person that you would bet on?
Are you worth it? Do you deserve it? Everyday go to bed a little bit wiser, more aware.

"I will not try to convince you to love me, to respect me, to commit to me.
I deserve better than that; I AM BETTER THAN THAT...Goodbye."
Steve Maraboli

5. Hi Nick, what is the basic law of nature? Change.
a) Adapt to survive. You don't have to be the smartest, just be good at adapting.
Those who are the best at adapting are the most successful.
b) Observe, use the information to formulate a better plan.
c) Don't change too quickly/slowly, give things a chance.
d) Ancient invalid thought is trying to control you, be aware of this.
Erase it.
e) The world is not always completely black and white, it is a gradient of space from black to white with many different colors in between.
f) Failure is a learning mechanism an experiment. Move on to the next event after you have learned; continuing on towards your goal.
g) Adopt an evolutionary stable strategy. Nature.
h) Be flexible. For every action there is an opposite and equal reaction.
i) Don't take things personally.
j) Read the obvious signs to search out the best path. Start with your health.
k) If you want to know the truth, ask why, why, why; then how.
L) Stay strong, adaptation and change can hurt sometimes, but it is better than the slow death of drug addiction.
Embrace the fear and the joy and excitement of the adventure.
m) Build upon your strengths.

What is the number one area in your life where you have been to 'black and white' in your approach?
What is your next experiment regarding Health or Wealth or Love or Happiness?

Adapt yourself to the things among which your lot has been cast and love sincerely the fellow creatures with whom destiny has ordained that you shall live.
Marcus Aurelius

6. Hi Nick, have you experienced any humility today?
a) Not outward humility, but a humble inward perspective. Being able to listen and to be extremely coach-able.

b) Listening with understanding and then going out and doing it.
c) To make this type of humility one of your instincts, a part of who you are, will be of great benefit.

d) I need your help. How many mentors have you acquired in your life?

e) You need to know that you don't know everything, be humble on the inside.

Read a book a week. A factual book or biography.

f) What can you learn from the people around you; learn from everyone you meet.

Even if you learn not to be like that person if they are not so happy.

g) Your greatest skill must be that you are coach-able.

h) Take notes about the things you learn from the people you meet.

j) The more mentors you have the higher your quality of life will be.

Sometimes life as we find it, is too hard for us, we use diversions, intoxications, and gratifications to avoid life.

Humility triggers a fear response and stops us. Feel the fear and do it anyway.

k) You must go out and do what is necessary. Prove you are humble and need to learn.

Every minute counts, you never get the days back. Read more, look for

the best part of the book (you don't have to read

the whole book, unless it is one of the good ones). You can re-read the good books over and over again.

Go to seminars, observe your competitors, increase the amount of time you spend on these ideas.

Find mentors who can teach you, take notes.

What is the number one area you have not been humble in action; the areas are health, wealth, love and happiness?

What is the tangible thing you are going to do different? Now go do it!

You can find the meaningful life!

Humility is the true key to success.

Successful people lose their way at times.

They often embrace and overindulge from the fruits of success.

Humility halts this arrogance and self-indulging trap.

Humble people share the credit and wealth,

remaining focused and hungry

to continue the journey of success.

Rick Pitino

7. Hi Nick, which mentors were you following today?

a) Use mentors to shave years off your learning curve.

b) Who are you going to read about? Who are you going to aspire to be like?

c) Life has many hard questions. You will never find all the answers from one person.

You will need to find a handful of people to learn from.

d) Good artists copy, great artists steal. Go steal the knowledge you need to succeed.

Stand on the shoulders of giants. A rising tide raises all ships.

e) Self learning; capitalize on this ability you have!

f) Having a mentor that you can learn from in person will teach you more than any other form of learning.

g) The older your mentors are the more experience they will have.

h) One third of your time should be spent with people below you (you are their mentor).

One third of your time should be spent with people on your level (they are your friends).

And one third of your time should be spent with mentors in your field of interest who are 10 - 20 years older than you.

When you are in a room with your mentors you should be talking less and listening more. When you are the mentor in the

room then you should be talking more and listening less and

when you are with your friends you should all be talking about the same amount.

i) Don't feel uncomfortable with people who are above you, push through the fear.

j) When you succeed you party, but when you fail you ponder and grow.

k) It's your job as the student to 'get out of' your mentors what you need from them. They might be rough sometimes.

The best mentors are not saints; you will have to toughen up!

L) You must handle the stress when you are with your mentor.

m) Your mentors are not perfect. Don't expect perfection from anyone. Learn their good points!

n) All the greats had a mentor and then they became the mentor. Even a great book is a mentor.

o) You will learn in ways that you don't understand at first, and then it will become clear later.

p) Nothing is impossible to he who will try! Try, try, try again!

q) Take it slow, set an 18 month goal to create a relationship with an in person mentor. Send them a letter.

Bump into them on the elevator where their office is. But don't become a stocker.

r) Phone them, say you would like to interview them for an essay (or blog interview/book club etc.) you are writing and after the interview send them a little gift.

s) Sometimes you will have to give up, but try 10 or 20 times to get a relationship with the mentor of your choice.

t) Get a list of possible mentors. Think big, one of them will respond. It may take 18 months to get a high/medium/low level mentor.

u) Pitfalls - mentors are human and sometimes you need to withdraw from the relationship.

The mentor may not have a lot of time; they only see you once every 5 years, that is not a mentor.

v) Books and videos are a mentor but a mentor in person is a way better way to learn.

w) Don't forget to be flattering, and don't forget that little gift. Try to give something back.

Three 'gives' for one piece of knowledge. Don't be clingy, be interesting,

read more and acquire knowledge. Become totally aware.

Who are your 10 potential mentors (actual people)? A listers, B listers, C listers...

How are you going to cultivate a relationship with them within the next 18 months?
Have fun, this is something exciting to do!

I never had a strategy about my life.
I didn't have enough information to have a strategy.
I'm the first person in my family to go to college.
I had no family mentors...
Alan Dershowitz

8. Hi Nick, are you having fun acquiring knowledge?

- a) Are you taking steps to implement that knowledge towards your desires for health, wealth, happiness and love?
- b) How are you assimilating knowledge?
- c) Are you finding the best sources to get the best information?
- d) Are you tuning in on the awareness factor?
- e) Who are your rich friends, who are your poor friends? Not just money here but everything about them.
- f) What are the differences between these types of friends? Do you notice the differences?
- g) Don't try to teach pigs how to fly, because they don't like it. You can judge a tree by its fruit. The stronger the wind, the stronger the tree.
- h) The way you speak makes a difference. It is a reflection of the way you think, of what's in your brain.
- i) You don't have to have all the answers. But watch out for your opinion, maybe it needs more experience.
What are the known facts (which of course can change), quote other people, the experts from the past.
- j) Tip - Turn a service into a market place. You can make way more money.
- k) People who are successful want to know what YOU can teach them!
- L) Getting advice from rich (not just money) friends shouldn't become an affront to your pride.
- m) Become a self-learning machine. Who are your happy friends and who are your poor friends, what are the differences?
- n) Your successful (happiest) friends are disciplined, always doing the right thing. Make no mistake about it!
Everything in moderation. Be hyper aware of this! Are you worth a damn?
- o) Half of your success is just understanding what you are reading here; the rest is your actions.
- p) How do your friends walk, how do they talk, when do they talk, what is their body language saying, pay attention to all the details (patterns).
- q) Make math a hobby, all my rich friends know math (patterns), learn the language of money (definitions).
You may not need calculus; everything in moderation.
- r) What do your friends eat, are your rich/poor friends eating that which contributes to who they are?
Is there a pattern? Yes of course! Every decision a person makes defines the path they are on

and where they will eventually end up. Which path are you on at this moment?

s) Tune your mind to the concepts (behaviours) of your rich friends and poor friends.

Accurate thoughts and inaccurate thoughts, which friends have which thoughts?

What is the risk reward for all choices and actions, who do you want to spend time with?

t) A great detective has found the path to happiness, and is following it. Observe.

u) If you don't have any friends, start with your family or a book, become an interesting person and then get out there and have fun.

v) Don't expect to get the advice you are looking for, the truth can be mysterious.

But as a seeker you will find it! You are a seeker as you have read this book up to this point,
congratulations you are on the correct path!

What is one profound lesson you have learned, that shows the difference between one rich friend and one poor friend?

Stay reliable and take, this, step!

Wisdom is the right use of knowledge.

To know is not to be wise.

Many men know a great deal, and are all the greater fools for it.

There is no fool so great a fool as a knowing fool.

But to know how to use knowledge is to have wisdom.

Charles Spurgeon

9. Hi Nick, are you getting better at seeing that which influences you unconsciously?

a) Is the media sculpting your thoughts? Are they just trying to make money on other peoples pain/pleasure?

Take a break from the news. Look at the last 6000 years instead, there is some good there and way more wisdom.

b) Is the media bias skewing what you think because they are telling you the same thing over and over?

Not just the media, but anything you read/see/hear from any constant source.

c) Does the term 'conspiracy theory' influence you? Is it really a conspiracy or just another spin

on the same old story to sell you more magazines etc?

d) Do you think that documentaries would give you a better view of what is really going on? Of course!

e) Will a conscious effort on your part create what you want in life? Of course!

Learn to enjoy the good grind, find the hard work which makes you tap dance your way to work.

Instead of waiting for the lottery ticket to 'come in' take a slab of marble and chip away at it

one bit at a time (the daily grind) until it is sculpted the way you want it to be. Your life.

f) How will you create health/wealth/love/happiness? Which piece of marble will you start with? Find your strengths. That is your natural destiny.

What is your style/archetype:

Action -

f1) Protagonist - An advocate or champion of a particular cause or idea.
f2) Antagonist - A person who actively opposes or is hostile to someone or something; an adversary.

Thinking -

f3) Reason - The Reason archetypal character is calm, collected, and cool, perhaps even cold/logical.
f4) Emotion - The Emotion character is uncontrolled and driven by feelings. As in real life, Reason is not inherently better than Emotion, nor does Emotion have the edge on Reason.

Social -

f5) Sidekick - The Sidekick is the faithful supporter, usually attached to the Protagonist.
f6) Skeptic - The Skeptic balances the Sidekick. The Skeptic is the disbelieving 'opposer'.

Practical -

f7) Guardian - The Guardian functions as a teacher/helper who represents the conscience of the mind. This is a protective character that removes obstacles and brightens the path ahead.
f8) Contagonist - Archetype character representing the motivations of temptation and hinder. A character who is generally on the hero/heroine's side in the story as they want the hero/heroine to achieve their ultimate goal.

You are not just one of the above but a blend of two or more. See if you can find your blend.

Try to figure out the style/blend of people you know.

Attempt to relate to people with the type of speech that their blend might broadcast.

You will have to contemplate this for many months to get good at it.

Memorize the definitions of the 8 archetypes first.

Don't let the news/magazines/internet etc. influence your natural destiny.

Read factual/biographical books which are within your style.

Enlightenment - knowing when YOU, are not enlightened!

An enlightened person is someone who has a deep understanding of what their personal blend type looks like in different situations.

Your blend type is in a constant state of flux. Know what state you are in and put yourself in a beneficial state

for the current situation you find yourself in.

g) Do you embrace the truth? Don't be tethered by conventional thinking.

Be only bound by the laws of physics, everything else is open for discussion. Control the media you consume. Beware the over simplification of things, this is called narrative bias. Find the full story.

Beware short stories which have some truth, the details are not all there. The internet has tons of narrative bias.

h) It will take at least two months to rewire your brain, but give yourself more time and work on it continuously.

Plant those seeds and nurture them to full bloom and then the planting season starts again, over and over.

i) If you start with a penny and double it every day for a month, how much money will you have at the end of the month?

Or would you rather have \$1,000,000 given to you with no doubling? Which do you choose?

The penny doubling of course! Do the math!!! What is your end goal?

1 penny - 2 pennies - 4 pennies - 8 pennies, and then on day 5 you have 16 pennies, continue this math...

There is no quick fix, chip away at the rock. Day after day step by step, give yourself time and in 18 months you will have advanced.

What is the number one area in your life (health/wealth/love/happiness, pick one) where you have taken the quick

fix approach, and what was the result? What will your new approach be?

And write down the specific steps you will take.

There are no short-cuts.

Use your style, it is great!

Seemingly minor yet persistent things penetrate the mind over time making it difficult to ever realize the impact; hence, though quite unfortunate, the most dangerous forms of corruption are those that are subtle and below the radar.

Criss Jami

10. Hi Nick, are you out of the cage and in the jungle?

a) Learned optimism is a survival trait; learned pessimism will put you back in the cage.

b) A dog in a closed box with an electric pad underneath it gets shocked every 2 minutes and since it can't get out of the box it eventually learns to just lay down every time it gets shocked.

Then the lid is taken off the box and the dog gets shocked again. What do you think the dog does?

It just lays down again, it has acquired learned helplessness (pessimism). This experiment was actually done.

Luckily you are not a dog and have the capacity to change your mental framework; your subconscious conditioning

that others and the 500 year old archaic mind have imposed upon you. You are now out of the cage and in the jungle!

c) Our modern education system also tends to breed learned helplessness.

They tell you what the goal is,

they tell you what book to read and they tell you what they think you should learn.

Instead of just saying "here is a library, go there, find what interests you, and learn it!"

Eventually you become dependent on someone telling you what you should do and think and the next thing you know

you are a salary slave working in some job you hate.

d) Self education is of primary importance. Read a book a day and you will advance faster than light!

There is nothing wrong with going to school but learn to keep an open mind and explore outside of the cage as well.

e) And of course don't just wait for the next book to come out, use what you know so far and take action to

acquire the things you want regarding health, wealth, love and happiness.

f) Depending on what country you live in, you may not want to wander too far into the jungle.

You must keep everything in perspective depending on your current situation.

g) Take a risk, no pain, no gain. The risk these days is so small you might as well get out there and get the rewards.

h) Some things are out of our control but most are not. Learn to know the difference by taking action and trying.

i) The antithesis of helplessness is creativity. Innovate your way out of this learned helplessness.

j) What did you want to do career wise when you were 14? Why didn't you pursue that? Did you innovate your way into that field or did the learned helplessness stop you.

Of course not all dreams are feasible and it is wise to give up on them and move on to something more realistic.

k) If you do enough practice you will be able to grow into the role that makes you happy!

Work hard, never give up!

Write down one specific instance (health, wealth, love, happiness) from your past where you have felt helpless.

Write down how you would have changed that. Be as specific as possible.

I know of nothing more moving, indeed semi-tragic,
than the yearning helplessness in the face of a dog,
who understands what is said to him,
and cannot answer!

Bayard Taylor

11. Hi Nick, are you learning how to achieve the integrated good life?

a) Linear reductionist - Reductionism refers to several related but distinct philosophical positions regarding the connections between phenomena, or theories, "reducing" one to another, usually considered "simpler" or more "basic".

We must move past a linear reductionist view of our life's work.

We have been trained to compartmentalize our lives; we need to integrate the four pillars of life.

Your health, wealth, love and happiness must be working in synergy.

Friends, co-workers, church members etc, everyone working together with you.

"I Hate Monday's", "Thank God It's Friday" etc, these are ideas of compartmentalized thoughts and close your mind to better thoughts.

b) Eudaimonia - A Greek word commonly translated as happiness or welfare; however, "human flourishing" has been proposed as a more accurate translation.

The four pillars of eudaimonia - In a sense we are reducing self fulfilment to 4 things (health, wealth, love, happiness)

but they should not be separated, they should be integrated.

You don't just do health on Monday, then wealth on Tuesday and Wednesday, and then love is just on Friday; everyday, all four.

This is of course obvious but still people compartmentalize even further until their mind fragments into chaos.

Where this green shirt on Saturday that blue shirt on Monday, drive car number 7 on Sunday etc. If you have 7 cars lol.

Some schedule is necessary but the schedule should be integrated with all the facets of self fulfilment.

And on some days just do nothing, maybe you need a break from the daily grind.

And take a break from technology now and then, you will get a different perspective and new ideas will flow into you.

Go people watching it will stimulate your creative side.

c) If you're an adult remember this rule: Everything should be within a two mile distance from you.

Your job, the store etc., integrated, closer together.

d) The seven theory: Life with too many ups means life with many downs, everyday should be a 7. Everyday should

be a good day. Integrated, smooth, not chaotic and out of control. One day up, one day down, that's no good.

e) Focus every moment of your life on the integration of health, wealth, love, and happiness;

and search for purposes larger than yourself to achieve maximum fulfilment.

f) Lift weights while you are on the phone, synergy, integrate everything. Read a book then take a nap to

re-energize your brain so you can do more each day.

g) If you're single, get a job where there are people you want to meet.

Integrate love and work and everything else.

h) Ponder this idea of integration but don't beat yourself up if you can't integrate everything.

i) Take some time, have fun with this idea, you can do it!

Write down how you can integrate two of the 4 pillars of life. Choose any two you like and integrate them.

Start with health and work first, because those two are the easiest. Or start with which ever two you want if you have those two linked already.

"You cannot imagine the craving for rest that I feel - a hunger and thirst.

For six long days, since my work was done, my mind has been a whirlpool, swift, unprogressive and incessant,

a torrent of thoughts leading nowhere,

spinning round swift and steady"
H.G. Wells

12. Hi Nick, are you thinking like a billionaire?

a) Which books did you scan today? What type of information have you been focusing on from the internet?

b) Is your "super power goal" to be the fastest reader in the world?

c) Do you know what the difference is between a rich man's house and a poor man's house?

A rich man's house has a library and a poor man's house does not!

d) Do you have mental blocks when it comes to books?

Are you inventing reasons why you can't do it?

Are you saying it's not important?

Are you saying it's not what's in your head, it's what you do? What you do is in your head, first!

Are you saying it's about street smarts and not book smarts. Who do you think designs the streets and designs the pavement?

There are more streets (paths/opportunities) at university/education than there are at skid row!

Is not information power???

e) Survival machines which can simulate the future will win over survival machines which only rely on trial and error.

A simulation takes seconds to test, while trial and error can take days or even months to test and can sometimes be fatal.

f) Three failures and you quit? No, you never quit, simulate 11 strategies, then pick the one you think is best and try again!

Repeat...

g) It's ok to learn by making your own mistakes (trial and error), but it's a heck of a lot easier to learn from other peoples mistakes.

Read about their experiences, and avoid the pitfalls that they fell into, and learn the smart ways that they eventually found.

You only have so much time on this planet and you better move as fast as possible or you will be forever in your sad cage.

h) Who are your counsellors, who are you seeking out to help you? Those who are successful make war with a multitude of wise counsellors; accountants, doctors, advisers, experts etc.

i) Read enough books on a subject and the wisdom gained will become instinctual.

j) You don't have to read the entire book. Look for the golden nuggets in the book.

Scan the inside cover, the contents, the back cover, the last page of the book, and the index.

Flip to the 'chapter title' which peaks your interest.

You must find the best books. Google - 'Best health/wealth/love/happiness books'.

Write notes in the book and come back to the book later and read some more of it.

You can read more than one book at a time, you don't have to read the entire book.

There are too many books, and maybe another book has a higher calibre of gold.

Just get one nugget of gold then repeat this process with another book.

You can always come back to that book later!

Make your target to read one great book per week. Another super important technique is to read three great books a day. In the morning read a classical book that has survived the test of time. In the afternoon read a factual/how to book (then take a 15 - whatever, minute power nap)

and read a biography/autobiography before bed, this will build your courage.

Just two to 40 minute sessions is all it takes.

Some fiction is ok, but it depends on the type of fiction. Don't read horror before bed time.

Go easy on the fiction, how much truth is there?

k) Side note about sleep: In no time during history did humans ever fall asleep without some kind of noise in the back ground except in the modern world. If you are having trouble falling asleep at night experiment with white noise or nature sounds from your sound system.

L) Break the rules (but not the law) when it comes to reading. You can also read the same great book over and over; it will become part of your instincts.

Leaders are readers, the ability to simulate the future without wasting time on trial and error and fatal mistakes!

Now go, read, it's fun!

What is it for you that holds you back from reading, write that down? Don't let bad reading experiences (crappy boring books you were not interested in)

from middle school hold you back,

push through that early pain and you will be amazed and gain. Rewire your brain,

reading is one of the fastest ways to do it!

What pace of reading are you going to commit to? Write down the titles of the next three books you are going to read.

Google - 'the best books on...' (the subjects that interest you the most).

Vision is perhaps our greatest strength...it has kept us alive to the power

and continuity of thought through the centuries,

it makes us peer into the future and lends shape to the unknown.

Li Ka-shing

13. Hi Nick, how are you, are you getting stronger, are you toughening up?

Stoic - To forego present pleasure in order to receive future rewards.

Epicurean - Live for the now, eat drink and be merry for tomorrow we die.

YOLO - You only live once.

a) A nation is born stoic and dies epicurean. That statement has been proven throughout history, over and over. Memorize it.

Now you don't want to be in a state of stoicism continuously, but for every action there is an opposite and equal re-action.

b) If you party all the time you die early (health goes to zero)

and you experience depression every time you are coming down.

Eventually the partying gets boring and so, do, the brain, dead, people, you are partying with!

After that the regret bites you hard and even suicide comes to your plate as you look back and see nothing, not even memories.

No memories of happiness and accomplishments that helped others or even yourself.

c) Toughen up, taking some pain today for some awesome gain tomorrow.

Face the fear, it's excitement and overcoming it is exhilarating! It is good stress.

d) Stress can be good or bad, it all depends on how you think about your stress.

That has been scientifically proven (see -

https://en.wikipedia.org/wiki/Psychological_stress) .

Now I'm not talking about a constant threat of violence against you, that type of stress would

be bad no matter how you think about it, but we don't live in Afghanistan!

Toughen up, what's the worst thing that can happen to you? Death?

e) This one's over the top - Adversity makes men, prosperity (weak drug addicts, soft life styles, absolute power corrupts absolutely etc.) can make monsters. Scary.

f) There are three types of people in the world:

People who make things happen,

People who watch things happen,

and People who wonder what happened!

g) How soft are you? If you are wondering what happened to your life, toughen up.

h) Modern convenience is great but it comes at an expense; the expense of weakening our will to create, to survive, to build, to dream!

i) Toughen up, lose your technology for a month, go camping, sleep on the hard ground without a pillow.

j) Do a marathon, ride a bike, go for a walk to the store instead of taking the bus.

k) Don't let the media sell you depression pills, diabetic foods, instant gratification in the form of plastic wrapped pleasures.

Even heavy metal is just pre-packaged rebellion. They just want your money.

L) Ok, going crazy now and then is fun, but make it a ritual you do once a month or so, but not every day.

You will fall into the hole and lose your sole (perspective). Sounds like heavy metal lyrics lol.

Got to admit, art, music and other creative endeavours (sculpting your body, sports) are very cool. Toughen up and do those things.

Sell your own piece of the pie, go for the good life, toughen up and get the good life, don't just lay there

all helpless and stoned. Boring...

m) When you are in a room full of people and you don't know who the sucker is, YOU are the sucker.

n) Anything worth doing is never easy. It's about the journey, the struggle, the good fight, not the destination.

Look at some of those people who win the lottery, 3 years later they are broke again...go figure, do the math.

o) Face your fears, today is a good day to die (don't over dose though, that's boring)!

p) The more you toughen up the less of a slave you will be to your environment.

The reward will be infinite, stick with it, just do it. Just do it to mess with your brain when you don't feel like it.

That will rewire your brain.

You control your brain, your brain does not control you.

Build slowly, take 18 months, don't go overboard with these ideas but find your pace which is in balance with where you are now.

q) SEEK out adversity, whatever you are afraid of you must do, IT IS A RUSH!!!

And then and only then, will the world give up its rewards and fruits to you!

In what area of your life (health, wealth, love, happiness) have you become the weakest?

What is a simple practical step that you can do slowly to rewire your brain, be specific.

Nations are born stoic and die epicurean. Think of happiness as the balanced life.

That strong mother doesn't tell her cub, Son, stay weak so the wolves can get you.

She says, Toughen up, this is reality we are living in.

Lauryn Hill

14. Hi Nick, are you getting excellent at knowing when it is better to follow your logic than your instincts?

a) The impulses (instincts) that have served you in the past have been passed down to you from tens of thousands of generations ago. That which had worked for your ancestors, and has been passed on down to you over time,

may not work so well today because the world has changed. Our instincts tell us that when you find sugar or

carbs you should eat as much as you can because there may be no food

around tomorrow. And so those instincts "kick us now" in the modern world as food is everywhere. You need to engage your logic and wisdom.

You should know by now that sugar and carbs make you fat, diabetic, depressed etc.

b) Problems with sleeping are also connected to your instincts. We did not evolve in a world where there were a lot of lights on all the time. The sun was it...

So in the modern world we sometimes stay up to late and then we get all sorts of problems regarding

sleep disorders. We also did not evolve in a world where it was perfectly quite when we were falling asleep.

That also causes a problem going to sleep. You may want to experiment with white noise as mentioned earlier in this book.

c) Your instincts also serve a purpose, you're in the cross walk walking across the street and you hear a high powered engine

zooming and you naturally get out of the way as fast as possible.

Well all of the above is pretty obvious if you have been paying attention to the discoveries of science, so stop killing yourself

and make the correct decisions. Why would you want to have all the above problems? Are you a victim of your own making playing out the role of learned helplessness? Are you a dog in shock box, with the lid taken off?

Time to jump to greater heights and get what you really want in life (health, wealth, love, happiness).

Fear is just a four letter word??? Reverse psychology.

d) Eat drink and be merry for tomorrow we die, no we don't die (this is the modern world), save your money for the future instead of spending it as soon as you get it.

There may be dark days ahead and you will still be here, so some preparation is paramount.

e) Develop strategies to avoid things that are bad for you, don't stock your kitchen with sugar and carbs for example.

f) When it comes to love (romance, family, friends) it has been shown that we are far happier when we associate with others.

Make plans to meet people instead of making plans to do drugs. Get rid of the friends who do drugs, they will only bring you down in the long run.

Don't do down! It's a drag.

g) Revive old friendships with the good people from your past.

Find people who are helping others and join them, make those types of people your friends (NO DRUG DEALERS/GANGS).

h) Do you want the good life? Use your logic to master your instincts! You control the dog, the dog does not control you!

In what area of your life (health, wealth, love, happiness) are your instincts not working in your favour?

What can you do to change that? Write it down and be specific!

Mathematics as an expression of the human mind reflects the active will, the contemplative reason, and the desire for aesthetic perfection.

Its basic elements are logic and intuition, analysis and construction, generality and individuality.

Richard Courant

15. Hi Nick, how's it going? Do you know what you're doing with your life?

Can you sum it up in one simple sentence?

a) What is your one main strength and are you combining it with your destiny plan?

Sum it up in one simple sentence!

b) Don't forget we are competing with 7 billion people; we don't really have as

many choices as we think, so be realistic with your plan.

c) Make a plan that energizes, YOU. You must be tap dancing your way to work.

d) Where is the focus of the 4 things that combine to make your specific strength/destiny?

d1) Who did you grow up around? What were they like and in what positive ways did they influence you?

Even if they were the meanest people in the world there is always some good in everyone.

You may have to search hard to find it but it is there, in you! Search yourself (if necessary) to find 'their self'.

d2) What type of feedback have you had from strangers in your life? What positive things did they say to you?

d3) What have you been doing for the past 10 years or what did you want to be when you were 14 years old?

That is a big part of you.

d4) What can you talk about effortlessly?

Where do the above 4 things intersect, that is your unique strength!

e) Find your health strength/destiny, your wealth strength/destiny, your love strength/destiny and your happiness strength/destiny.

f) Finding your strength/destiny will cause self fulfilment.

Start with this one: What is your one sentence simple business plan?

Then once you have that down, do a simple sentence about the others (health, love, happiness).

Clouds come floating into my life,
no longer to carry rain or usher storm,
but to add color to my sunset sky.

Rabindranath Tagore

Do not dwell in the past, do not dream of the future,
concentrate the mind on the present moment.

Buddha

16. Hi Nick, are you setting up your life so your work is your vacation?

a) A life where the end game "is the vacation" isn't a life.

b) Your life, is your work, although you may need some down time now and then.

Your down time can be a ritual; perhaps on a Saturday or Sunday you work a little bit less and go to a movie.

c) Never let a dichotomy rule your life, a dichotomy in which you hate what you do, so you can have pleasure in your spare time.

That is a nightmare; look for work that will give you as much pleasure as your spare time!

d) If you have a job that you need a vacation from, then never come back.

e) A life built 'around' vacation is really no life at all.

f) Now some people say that you should do what you love, but this can also lead to problems.

Never do what you love, because the second you do it for work you may find that you don't love it anymore.

The repetition might kill the love.

You should do what you like!

Don't be chasing the mirage, what do I love, what do I love...

g) You need to balance what you do, maybe a bit of love, but you must have a whole bunch of 'I like it a lot'.

Just like in marriage the lust part of the love wares off over a period of time and you are left with a lesser version of the love.

Although books have been written on how to keep that going as well, but that is beyond the scope of this book.

You must have a like ability factor for your job which is integrated with all aspects of who you are.

i) Having said all this it may be that you should do what you love. Is your job integrated with all of your 'strength/destinies' as discussed in question 15 above. The devils in the details, it all depends on who you are.

Know thyself and happiness will appear instantly (once you master your demons)!

j) It's all about the ebb and flow of the daily cycle, everyday should have some vacation in it.

But don't make the mistake of using drugs or junk food etc as part of the vacation, all drugs guarantee depression!

Even sugar and anything made from wheat causes depression! TO DO - Google "depression from wheat".

k) Cat nap, meditate, find what works for you; these things will mellow your mind into a state of power.

L) Tap dance your way to work with a twinkle in your eye every day!

Now some days are not going to be great but if you aren't tap dancing consistently then it is time to make a change.

m) Missed opportunities are ok, but you don't want to miss the opportunities that jive with YOU!

n) Build upon your strengths.

o) Evaluate your life in the morning that is when your mind is the strongest. Stop the caffeine if this is not true for you.

Caffeine is a drug, all drugs guarantee depression!

Have you been hating your job and dreaming of your vacation time?

Are you in danger of pursuing something you "lust after" as opposed to something you like?

If the answer is "yes" to any of the above two questions, write down what you are going to do differently!

During the last two months/years have you been popping out of bed and tap dancing your way to work?

If not, what will you do to change yourself so that you can eventually become the master?

A vacation is what you take when you can no longer take what you've been taking.

Earl Wilson

17. Hi Nick, what's new? Are you taking responsibility for everything that happens in your life?

a) It is true that sometimes shit just happens and there is nothing you can do about it.

You have the power to change the things that are within your control, you have the power to accept the things that you cannot control, and you have the wisdom to know the difference between those two types of things.

b) Anything bad that happens to you, that you could have prepared for when things where good, is your fault.

That is the level of responsibility that you must achieve.

c) Prepare, prepare, prepare, you need to bring more tools to the battle if you want to win!

If you don't have it in your head, you will have to have it in your heal. In other words, if you aren't smart enough to prepare you will have to take the physical (and mental) pain of life over and over again.

d) Optimism is the best but it's ok to have a little pessimism if it helps you prepare for the worst.

e) The only thing that is guaranteed is change, you must prepare for the change.

f) Check yourself before you wreck yourself and don't get attached to some weird dogma.

g) Now don't blame yourself for everything that happens, it's impossible to prepare for everything.

You must find the balance between optimism and pessimism.

i) Your end game thoughts must be optimistic, and your "now preparation thoughts" should have a little pessimism.

j) Don't be a zombie passing through life chasing the mirage.

k) We are constantly in "the preparation" for life. Plant the fields today, have food tomorrow etc.

Who wants the pain, do you want to take it in the heal, touch an electric fence?

What can I do today to prepare for the biological, personal, social, and economic crises that could occur over the next weak/years?

L) You don't have to prepare continuously, but take 30 seconds, at least, now and then.

Do not put off until tomorrow that which you can do today!

m) The challenges of life should make you happy. Without challenges life would be boring.

And when something bad happens to you, don't freak out and beat yourself up, just push it off and say,

"next time I will do better", and then go and prepare!

n) Go to the old age home 4 times a year and talk to the old people.

There is a lot of wisdom there.

Read as much as possible, it is a great way to prepare.

Be a learning machine!

What is an example from one area of your life (health, wealth, love, happiness) where you have taken it "in the heal"?

How could you have prepared to prevent that pain? Write it down!!!

No abdication (failure to fulfill a responsibility or duty), and no fixation on "the bad" that happened, move on, prepare again!

You cannot escape the responsibility of tomorrow by evading it today.
Abraham Lincoln

18. Hi Nick, have you noticed that when you seek for anything, the only thing that remains is the truth?

a) I think therefore I am.

Thought experiment - Remove everything that you could possibly doubt, what would be left?

The only thing that would be left is truth, math, love and change.

Let's just boil it all down to math.

Don't get scared, we are not going to learn calculus here lol.

Why are we discussing this. Example - if you want to master the wealth part of life you are going to need to know the basics of math and the language of money (definitions for that language can be found in books, of course).

b) You must be able to quantify things to make decisions that match up with what you are trying to get.

c) Take your diet, how many calories are you allowed to eat if you are trying to lose weight. Math...

d) Math doesn't have to be hard; it can tell you a lot.

e) Let's be practical, what are the odds of getting what you want, should you make the decision or should you stay where you are? Get out your calculator out and estimate the math!

Should I keep this friend, what are the pluses and the minuses?

f) Should I start a new business because it will make me happier or should I stay with my current job

because it is a guaranteed income? What are the odds of the new business being successful vs the odds of it failing?

What is the dollar/happiness reward ratio for the new business vs the dollar/happiness ratio for my current stable job?

g) Should I take a chance on love or is this person too unstable?

Get out your calculator and try to estimate the odds (math).

Do you want the good life? Are you the type who doesn't push himself?

Are you just going to give up and

say , "but I'm no good at math"?

Do you make excuses not to do what is necessary for success in any aspect of your life?

h) Many things in life will be wrong but one plus one always equals 2.

i) If life wasn't difficult it would be boring. Do the hardest positive thing you can think of and make it a hobby!

You will be amazed at what you can accomplish, it will become easier as you get better at it; practice, practice practice!

Go play some poker or other games of chance which increase you math/logic circuits.

These ideas will help to rewire your brain so that health, wealth, love and happiness increase tenfold.

The phrase 'tenfold' is math. Even if you don't like math, you are using it every day anyway, so you see,

you are good at math!!! This idea of using math is just a new mind set, don't get obsessed with it.

Write down a big decision that you are contemplating and attempt to quantify it

(figure out the odds of success/failure, happy outcome vs sad outcome, value vs cost).

Get out your calculator and attempt to take the direct path to success!

"Everything passes, only truth remains."

Fyodor Dostoyevsky, The Brothers Karamazov

A lion of truth never assumes anything without validity.

Assumptions are quick exits for lazy minds that like to graze out in the fields without bother.

Suzy Kassem

19. Hi Nick, are you becoming awesome at embracing controversy?

a) You must become a well-rounded person to be successful in life and mastering controversy is one

of those challenges that you must excel at to succeed.

b) Attempt to look at all sides of the story, don't just blindly follow what everyone else is following.

c) The people in the background who run society are all well-educated and have many experiences, they are well rounded.

Language, art, history, music, sports, etc, you must bring it all together and make it a part of you if you want to go to the top.

That doesn't mean you have to spend your entire life locked away studying, but take some time

to look at everything you can at least once in life.

And then study your ass off on that which interests you the most, and if your interests change over time then study that as well.

You can always come back to what you were studying before. And read the best stuff, it will influence you in a positive direction!

d) And once you have gained enough experience from studying go out into the world and take action.

Focus, and "make what you want" happen!

e) A bad chef with many ingredients in the kitchen will cook a better meal than

the best chef in the world who only has one ingredient in the kitchen.

f) Even if you are the smartest person in the world, it is still easier/faster to learn from others than it is to think it up yourself.

g) You must enhance your sense of perspective; this requires studying a little bit of history.

Where did you come from? How are your current thoughts influenced by

what has happened in not only "your recent past" but the past

of others from 6000 years ago!!! The psychological download pattern that is "in you" has been handed down

since 2 million years ago; or longer, if you want to talk about instincts.

h) Gain insight with these ideas, don't just be a cog in the machine who has far too few choices.

i) Being a well-rounded person will also make you a more interesting person. Other successful people will be attracted to you and they will want to work with you.

Who you know is very important in getting ahead.

It's not "what you know, it's who you know" has a lot of truth to it

but in order to attract those successful giants, who's shoulders you will need to stand on,

you must be interesting and knowledgeable and well-rounded.

j) You don't want to be a "Jack of all trades" but look at everything,

"focus" on an exponential curve ie spend the most time

on that which interests you the most and less time on things that don't interest you so much.

History should get at least a medium amount of your time. You must study the great ones from the past; those who have done something similar to

what you want to do!

L) Putting all the above ideas together may cause controversy, you must embrace the controversy, it will create new/original ideas in you!

What are you the weakest on: language, art, history, music, sports, politics etc.

Commit yourself to learning both sides of the story; controversy.

Write down a solution to get better at the one thing that you are the weakest on.

What is your resolution? Now go do it!

"People say graffiti is ugly, irresponsible and childish...

but that's only if it's done properly."

Banksy

20. Hi Nick, what is the biggest story of your time, how real is it?

a) Here's a story: Some people say that if you are hyper organized you only have to work 4 hours a week!

Is it possible to outsource everything? No, you must still spend many hours organising the direction of

that which you have out sourced; therefore the 14 hour work day is still necessary in order to have an advantage over your competition.

If all your competitors are working just 8 hours a day then just think of how far ahead of them you will be.

Now some days you will want to work less, that's ok, you don't have to become a workaholic but since what we do is what defines us...

You are what you do! If you do nothing then you are nothing, if you help others, then you are a good Samaritan and you will be fulfilled.

You can't outsource everything anyway, you have an unique talent that only you can bring to the table; and you must "bring it"!

b) We are the most fulfilled when we are helping others.

Take a few minutes to contemplate that last sentence and you will feel its truth.

c) You must love the daily flow of your endeavours. If you don't, then you are doing something wrong and maybe it's time for a change.

You're not going to tap dance to work every day, some moments of your life will definitely challenge your happiness, those are the days when you will have to "tough it out".

d) Put forth your best efforts and you will reap the rewards; and in the process bring "great benefit" to others.

e) If you only worked 4 hours a week you would eventually become bored and you would find yourself in a bad state.

Even if you just do art 8 hours a day, you are helping others and that could be your work.

You must train yourself to love your work.

It's as simple as just having your first thought when you wake up be

"YES, I get to do _____ and _____ and _____ all day, COOL!" Fill in those blanks! Get excited about that which you will accomplish TODAY!!!

f) When you are 80 years old you will wish you were young again so that you could have the energy to work 8 hours or more a day. YOU

need to do what you can today, you need to focus, you need to help others, you need to 'accomplish' to acquire fulfilment.

- g) Do you know anyone who has had any impact on the world, who only worked 4 hours a week?
- h) There are two types of happiness: Memory happens (things you accomplished in the past) and "in the moment" happiness. You must master both of those and bring them both together today! You can even shrink the idea of "the past" to the last 14 hours you just experienced. What did I accomplish today? Think about what you accomplished during the day as you fall asleep at night, it is a very rewarding feeling and will influence your dreams. You will start to solve complex problems that you had during the day while you sleep. That is a definite advantage. 'In the moment happiness' is acquired by liking the work that you are currently doing. Learn to love the grind, focus in a relaxed way as you go through your day. Earn the respect of your peers!
- i) Some contrast is ok, once a week do something completely different from your daily grind.
- j) Are you on the right track? If so, then tell me how you can spend even more than 40 hours a week on that track! And if you can find a way to do that then your "in the moment happiness" will be even greater!
- k) Don't forget to keep everything in balance.

In which of the four areas of your life (health, wealth, love, happiness) have you been looking for the short cut.
What is the simple solution to fix that behaviour?

The price of success is hard work, dedication to the job at hand, and the determination that whether we win or lose, we have applied the best of ourselves to the task at hand.
Vince Lombardi

21. Hi Nick, did you know that it is "genius" to simplify anything?

- a) Try to make something that is really difficult, easy.
Make your problem your strength.
- b) Contrast - compared to putting a man on the moon, everything is easy. You must innovate your way out of your problem.
- c) Break your problem down into ever smaller chunks and then work on the smallest chunk you end up with.
To make it even easier, contrast that small chunk with something that is super difficult (putting a man on the moon).
There are two types of people in the world, those who conquer fear and those who suffer and die from it.
Don't let your fear stop you from solving that super small chunk (problem).
- d) Look for other people who have solved the problem you are trying to solve and follow them.
If they can do it, you can do it!
Look for the biggest people you can find, go to the top, read their books, watch their videos etc.
- e) Find the largest contrast related to your problem and use it to condition your mind into the positive state,
"You know what, I can do this!", and do not follow people who are weak.

Keep in mind that a weak person has the ability to become a strong person and it can happen in an instance;

but look for consistency after they make the jump.

Remain observant of all the people in your circle and look for those who are on their way up.

Expand your circle quickly, go to the top!

f) Don't let your contrast work against you. Let's say you solve your money problem, "I want a million dollars";

then the next thing you know you are looking at someone who has \$10 million and now you say to yourself

"I wish I had \$10 million, owe, I'm sad again..." Once you solve your problem, enjoy the accomplishment for a while.

Don't let your natural survival greed cause you to contrast your way into creating problems automatically. Sure your

next goal is just around the corner but now is the time to stop and smell the roses for a bit. Don't smell the roses for

to long though, you might get stung by a bee!

g) Use this idea of contrast bias to manipulate your mind and keep the simple things simple. Forget to worry if you are stressed out.

"I am forgetting to worry, I am forgetting to worry. Love, love, love love...repeat slowly, then slower and slower repeat, until

you are saying it so slowly you are falling asleep."

Say to yourself "how will I think about this stress situation 10 years from now? Will I laugh at myself for being so worried about it...

Will the worrying help me solve the problem?"

No, of course not.

Don't avoid the problem but laugh at yourself now, "I'm worrying about something small again.

If you are so stressed out that you can't sleep then you better get professional help immediately.

h) Now, just because you have broken your problem down into small chunks doesn't mean those small chunks will automatically

be easy to solve. It can still be hard to solve them but at least you can focus all your powers like a laser beam

and cut that huge problem down to size. Then focus your laser beam on one sub problem.

That is how you advance quickly. Find the sub problems, and then work on the one

that needs to be solved first. Find the order of the sub problems. If I solve sub problem A first then sub problem B will be easier to solve.

Continue that logic until all the sub problems are solved; and low and behold, your goal has been accomplished.

Time to smell the roses, YEA! And I like my work! I am tap dancing!

Google - Singing In The Rain.

i) Think of many contrasts that can help you. Example: If you are on welfare and live in the first world, then think about the

people who live in the third world and imagine their daily grind compared to yours. How does that make you feel?

Write down 11 contrasts related to the other situations of YOUR current life!

What creates fear in you, pick something specific? Now, who is the top person that you can think of (it can be anyone on the planet)

that has conquered that fear and contrast "yourself" with that person.

What specifically in your life is super simple that you are spending way too much time on (picking out your clothes for the day etc)?

Write down specifically what you will do so you are not wasting time on that.

What is the one thing in your life that you have over simplified and explain what additional work (sub problems) you will need to do in order to

acquire that goal!

Talent hits a target no one else can hit;

Genius hits a target no one else can see.

Arthur Schopenhauer

22. Hi Nick, are you investing in your mind?

a) Every day/week/month you should take some time keeping track of "your time" and any other books/accounts/expenses

and "To Do Lists" that you have created to maximize your organization.

b) You must keep an account of your emotional/financial etc life as well as the information you are putting in your brain every day.

c) Your Mind - Garbage in, garbage out. Beneficial information in, positive actions out!

Sounds simple and it is, if you do it and track it. Make a conscious effort to succeed starting with your own thoughts.

Your moment by moment thought must be about what you are putting into your mind and what, "what am I thinking about?"

Control that and you will be winning the "War Of Life"! And it is a war.

There are 7 billion people on the planet and

we are all competing for what we want, make no mistake about it. Even

the Buddhist monks have desires. If a monk desires

to have no desires, then a monk desires, to have no desires...

So desires are ok but you must have good desires which help you help others and you must control the way you feel about your desires.

Don't get all bent out of shape (angry/frustrated) because your goals aren't happening as quickly as you thought they would.

d) Every time you start to feel frustrated use that feeling to trigger a physical response in yourself automatically.

Here is what you do to learn this type of control:

The moment you start to feel frustrated you start a slow 10 deep breath breathing cycle. Breath slowly so you don't get light headed.

After you finish the 10 deep breaths close your eyes for 30 seconds and empty your mind of all thoughts (think about nothing).

Then re-engage your focus back on the task at hand, with this relaxed feeling, or take a break. You may be hungry or a bit

tired or in need of asking a significant other a question; take appropriate action.

You can think of variations or improvements of the above pattern to maximize its potential for you.

e) Do not major in minor issues and do not minor in major issues. Keep track of the big picture and the longest term goal. What are the sub goals to accomplish long term happiness?

Keeping track of what your investment in your mind is, is the smallest sub goal of all, track it like an eagle and invest in it

like the billionaire Warren Buffet!

f) Take 30% of your discretionary income and invest it in your brain!

If you are completely broke, get a library card.

By those books, take those courses, plan a trip to visit your mentor.

Double down on your skills, whatever it takes, do it!

g) Your brain is a kitchen, the kitchen of life, fill your kitchen with many raw ingredients so you can create the best for you.

To cook up an amazing life for yourself you will need tons of ingredients.

Once you have many ingredients sit in a dark room, close your eyes, and you will come up with great ideas. And if you don't

have any great ideas at that time then think of the great ideas of others and improve upon them. Build a better mouse trap as they

say.

h) Blend the ingredients of different art forms. Example:

blend painting and finance with music...

The possibilities are endless! Create your own unique soup.

i) The truth/happiness is in the middle. Money can bring you happiness or it can bring you sadness. As you invest in your mind

you will eventually become richer both spiritually and monetarily. You must use your new powers for good otherwise you will

self-destruct. If you get to the top of success mountain by yourself

there is a good chance you will jump off the cliff.

Now if you have friends who are into cliff jumping then this is ok, but

if you do not then you probably won't have a

parachute on. Prepare, prepare, prepare, invest in your mind first, all actions start with thoughts.

j) Here is the order of reality:

Thoughts, Feelings, Actions... in that order! That is the physics of nature applied to human consciousness. That is how it is!

Make no mistake about it, if you are in control of your thoughts you are in control of your feelings, if you are in

control of your feelings, YOU ARE IN CONTROL OF YOUR ACTIONS!!! This is a law of nature.

Have you ever done some stupid action and then asked yourself, "I don't know why I did that?" Many actions are done at the

unconscious level if we are not monitoring our thoughts at that time.

t h o u g h t s f e e l i n g

s a c t i o n s

k) Do not invest in things that rust, rot or depreciate; invest in your mind first and foremost!

You need to be worth more later so invest in yourself first.

L) If you have a little bit of money send your mentor a gift, what you give will come back to you and may come back

as very important information for your brain, invest in your mind!

How are you going to invest in your mind? Double down! Write down the plan (library, courses, books, seminars etc).

"Wealth consists not in having great possessions, but in having few wants."

Epictetus

23. Hi Nick, is everything going good these days? Are you re-making the world in your own image?

a) Take your world and re-imagine it, re-invent it, take it apart and put it back together again in different orders, and perhaps do it in ways that it has never been done by anybody ever before.

b) What are the most bizarre comparisons you can make with yourself? Can you imagine yourself being, Bill Gates, Mother Theresa, Walt Disney, Bill Clinton, Snoop Dogg.

c) What is the picture in your mind that your life is going to look like? What is your outlook on life? Are you innovating your way out of your problems and into the ultimate vision, that you have, of your future?

Don't be a victim, remember there are 3 types of people:

Those who watch things happen.

Those who wonder what happened.

And those who make things happen.

Engage your optimism to the maximum if you are feeling like, "But what if nothing comes of my efforts?"

Then do some physical exercise to wake/relax your brain up and re-energize your motivation.

d) Take what you really like doing (healthy choices only that are good for you and others) and think of a way to make money at it.

No matter what it is, there is a way, innovate.

e) Experiment, every failure is a learning experience that gets you closer to your goal.

f) Start by watching things happen and then learn how to make things happen. Don't be in that category of wondering what happened.

g) Try this mental exercise:

If you were independently wealthy and you had finished doing all the normal things like travelling and buying all those material items that you want, THEN WHAT would you do?

You would probably do the things that you are doing in your spare time right now. Now I am not talking about you being a trillionaire and having all the money in the world. "Owe, I'm going to solve the world hunger problem overnight". No, I mean if you had like say \$50 million. What are the things that you are doing in your spare time right now. How can you use those things you like doing to innovate your way into your ultimate, happy imagined life?

What would you change in your day?

What is it in terms of your goal that moves you forward in terms of motivation?

Who is around you, are you surrounded by family, are you surrounded by professional people?

Do you see yourself in a corporate environment, home office or at the beach etc, what is it that moves you towards your goal?

That is the world that you need to define very specifically, today!

Do small dreams motivate you?

Imagine yourself being able to do whatever you want to do, dream big!

Then balance your large dream with what you observe in reality. Search for the path and when you see it, go for it!

There will be failures (learning experiences) along the way but that is part of the adventure/fun!

h) When you look at your life, who would you most want to be around (anyone you want)? Think big.
 What tools would you like to have? What art forms would you like to master? etc. Define your dream then reverse engineer the path that will get you there. What are the sub steps? Start from the dream and work backwards.

j) Don't chase a dream that doesn't match up with your natural skill set. If you don't know what your natural skill set is then take some of those tests online that will point you in the right direction. Google - "my natural skill set". And see number 12 above.

k) The people who start the businesses and run the world all have an entrepreneurial spirit, develop this spirit and those people will be attracted to you and then they will like you, and then they will hire you (if you need a job) or loan you money.

L) You are allowed two big picture goals:
 One is the humanitarian goal and the other is the selfish goal. So help people first and then buy your paradise island second.
 You actually need to do those goals in that order. Obviously!

m) Never mind money for a bit. What would your best world look like health (food exercise) wise?
 What would your best world look like love (friends family romance) wise?
 Are you an extrovert or an introvert (somewhere in the middle), build your social life around the type of person you are.
 What would your best world look like happiness (things you like to do balanced out correctly) wise.
 How would you balance everything for complete self fulfilment?
 What would you do in the morning, afternoon, evening?

n) Now think of the inverse. What are all the things that you want to remove from your life? How will you do that, when will you start?

o) Now wealth, what does your world look like imagination wise on a day to day basis? How will you generate wealth? How rich do you have to be to be happy. Is a small apartment great enough or do you want more? Be specific with what you want, keep it in your mind's eye at all times! Be realistic with regards to your current/potential skill set, and match your skills with what you like to do in your spare time (that is where you will make your money).

Remember - Your thoughts create your feelings and your feelings create your actions. What you concentrate on during the day you will dream about at night. Have great dreams, learn to fly in your dreams it ROCKS!

p) At least live your life with intention. If you want to be an entrepreneur but your current circumstances dictate that you need more money then continue working hard at your job for a year and save up that money!

q) Concentrate the most on your social life (personality) first, everything else will hinge off of that. The people you hang out with are "the people" you will "become"!

Use your imagination:

What will your future world look like health wise?

Where is your income going to come from in your ideal world? Reverse engineer that!
Socially what is your ideal situation/s?
How are you going to get happy, you will need charity, culture, art, music spirituality, and even a little bit of greed etc, balance everything out. Define all of the above, be specific, write the answers down, cut some things out, add some new things in, you can have anything you want but not everything.
Life is like a parachute jump, you only get one chance, and will you fall to your death quickly because you didn't pack your parachute or will you feel the gentle warm breeze brush gently across your face as you glide through your ideal life of joy.
The most powerful word in the world is "IMAGINE"!
Make it happen now!

"In a time of destruction, create something."
Maxine Hong Kingston

24. Hi Nick, are you seeing the incredible bonus on having a new perception on social skills?
a) In life, to get what you want, you must understand that your brain is completely hard wired to be social.
The majority of your time will be related to doing something social even if you are doing math. Everything you do is aimed at helping others; however we sometimes lose our way and unconsciously think that doing bad things to ourselves (drugs) or others is helping. This perspective is so far away from us it sounds unreal yet if you contemplate why you "do anything" long enough, you will see that it is directed with the intent to draw others towards yourself.
We all want to be loved.
b) So what then are the greatest skills to have in life to generate success for you?
Understanding/reading/persuading people, being able to adapt to different needs that individuals have, working within a team, getting people on your side, taking enemies and foes and turning them into friends and allies...
This type of perception regarding your social skills you must become highly attuned to.
What follows is the scientific method on how you do this. Please do not abuse this technology. If you do, you will only destroy yourself.

Cold call algorithm:
Find out what drives the person, there are 3 things that motivate a person, you can hear it in their tone of voice in the first 3 seconds of talking with them. These 3 modes (base motivations) are:
Self
Other
Both self and other at the same time (What's good for you is good for me).

Start with questions from one of those 3 perspectives. The clients tone of voice will tell you which mode to start with. Never take no for an answer, everyone you talk to is a sale, if the clients mode changes then change with them, ie your question mode should match their output mode at all times. Talk about who they are and who they can become from where they currently are now.

Attempt to access their main style/archetype. See number 9 above. Are they a Protagonist, Antagonist, Reason, Emotion, Sidekick, Skeptic, Guardian, or Contagonist type of person.

Now for the details of the conversation. We will learn this from the perception of an actual salesman.

Adapt the following anyway you like to suit the situation at hand.

SEVEN SALES CLOSES:

b1. Just ask for the order.

So how would you like to pay for that, cash, cheque or credit card.

b2. The choice close.

Would you like product A or do you think product B would be better for you?

b3. Trial closes.

ABC (Always Be Closing) with Trial closes. First find out what is important to your prospect/client, and then keep asking them questions which help them discover which of your services or products is/are right for them.

b4. Take-A-Way Close.

Example: "I'm not sure we're right for you, uhmm, no, I don't think you could possibly benefit from our product, even if the last 1000 folks are totally satisfied and are achieving the benefits you are also seeking." nahhh... ;-)

b5. Benefits or Ben Franklin Close.

Add up the benefits they will receive, and help the client understand that the benefits

far out-weigh whatever objections the client has brought up.

b6. Soft close or Christopher Knight Close.

Let the customer close himself. My job as a sales machine, is to help my clients get what they want,

assuming I've already qualified them, and I know I can help them, I simply listen, offer suggestions,

ask questions, and 90%+ of the time, no close is necessary, because they are asking me how they can pay

for it before I have to ask if they want to buy. Consider using the the soft close first; for your initial communication.

b7. Assumption Close. Just write up the order, once you get the nod or other obvious 'buy' signals from the customer;

and ask how they'd like to receive the product or what quantity. "Ok then, I'll just write that order up for you."

In order to perfect the above algorithm you must determine the best order in which to deliver the 7 sales closes dependent on the body language and verbal cues that you are receiving from your client.

Tune in and listen closely to their tone of voice (and choice of words)

and observe how they are looking/posturing at you during the conversation. This is a skill that cannot be taught but must be learned through experience dealing with others. The more you practice the sooner you will master it.

c) In order to become good at reading others, you must be good at reading yourself first. What are you thinking every second.

Remember

t h o u g h t s f e e l i n g s a c t i o n

That sums up who you are!!!

d) In order to convince others you must first be able to convince yourself. You can only convince yourself if you know yourself.

What is YOUR body language, posture/tone of voice/facial expressions.

Pay particular attention to the tone of voice that your

internal dialogue is exposing about YOU!

e) Take the excellent/interesting ideas that are in your head and put them into other people's heads, they will follow you.

If you have no interesting thoughts, then you better go get some. Learn what ever interests you via any type of media that you want.

What is your dominant style/archetype and why, who are you? Write it down, be specific.

What is your weakest style/archetype/blend and why, who are you currently NOT? Write it down.

How can you bring out the different styles/blends in you? Write it down.

Which blend are you "putting out", they are all in YOUR control!

Practice figuring out what the style of other people are. Mastering this new found perception on social skills will get you to where you want to go faster than anything else you do!

Now get out there and go where there are people and get to know their style; then talk in their language

and observe how they become interested in YOU!

"We are happy when people/things conform and unhappy when they don't.

People and events don't disappoint us, our models of reality do.

It is my model of reality that determines my happiness or disappointments."

Stefan Zweig

25. Hi Nick, are you engaging your logic and the scientific method to acquire the good life?

Scientific Method - consisting in systematic observation, measurement, and experiment, and the formulation, testing, and modification of hypotheses.

Hypotheses - a supposition or proposed explanation made on the basis of limited evidence as a starting point for further investigation.

a) Are you letting the black and white mentality get the best of you?

If you want to change things, you must understand the real reason they are the way they are.

If you don't know what it is that you must change in order to create the difference you seek then

you will never acquire that new you.

b) You must become a truth seeker.

Keep in mind that the truth can change but you must base your decisions on the best truth "at the time".
Applying some logic and the scientific method will guide your path so you can see the knowledge necessary to know what/how new actions must be applied by you.
Start with this question, what are the obvious signs.
Which truth do these signs lead you to?
Now what?
Take action. Carry out an experiment.
If the experiment fails, seek the next experiment/truth.
Will exercise/socializing/etc help you, will it make you feel good physically, emotionally.
What type of exercise, what type of socializing?
c) The opposite of embracing the truth is the 500 year old mind. Everything is black and white, everything, is pre-conceived. No new thoughts or even trying a different approach is pondered, the path of death for sure!
Diagnose the things you need to change. Read the obvious signs.
d) It's not that thinking black and white is inherently evil. Some things are black and white. You must observe the situation and ask yourself, "is there any more information on this subject that can be applied to create a better outcome?"
What are the obvious signs telling you?
You must be able to accept that which is not in your control. You must change that which is in your control if necessary, and hopefully you know the difference between what you can and cannot change.
e) Stop saying "is this situation good or bad?" it might not be black or white.
Avoid extreme ideologies, they are almost always incorrect. Define what you want.
Which system can you use to move you more efficiently in that direction.
Cut out everything in your life that moves you INEFFECTIVELY towards your goals.
f) Make sure your goals aren't delusional. If you smoke and say to yourself "well everybody has to die of something, so I'm just going to keep on smoking..." That's a messed up goal, "Smoking is my goal and I have justified why it is ok." When you are lying in the hospital with the death of cancer knocking on your door you will be zapped out of your delusion, but it will be too late! Dead Man Walking. Zombie of Moronic Stupidity.
g) If you don't know what you want then I will tell you: Health, Wealth, Love and Happiness.
That is the easy part.
Life is about doing the more difficult bits.
The difficult bits are the adventure.
The adventure is fun.
A non-adventure is boring!
And so we all have problems YEA! Embrace your problems, they are the obvious signs that lead you down the path of your adventure!
When you solve one problem another one will be just around the corner.
Don't invent problems, there are plenty all around you, observe first, fix the universe.

h) Be sure to balance your long and short term goals, smoking is short term, saving for retirement is long term.
Well that's an obvious sign. If your goal is to do drugs then I guess you don't need to save for retirement. Don't be a zombie unless it's Halloween.

i) The 7 step scientific methodology to solving a problem:
i1. Ask yourself a question related to the problem.
i2. Research the answer to that question.
i3. From that research, make a sample answer (hypotheses).
i4). Test the hypotheses for a while.
i5). Observe the outcomes of the tests.
i6). Stand back and analyse the outcome of each test individually.
i7). Ask other smart people (make war with a multitude of counsellors) to observe the tests you did and write down their opinions.

j) Repeat the above over and over until you reach your goals.
Then once that's done you will have a new problem; what is my next GOAL!
The adventure never ends!

k) Beware this mistake: Don't run an experiment longer than it needs to be run.

Always attempt to have an objective point of view in all things. Your subjective point of view is just your opinion, and like _____, we all have one of those.

If the experiment is causing you additional problems which are not related to the original problem then you may need to step back from everything and re-evaluate both your long term and short term goals (health, wealth, love, happiness).

Check yourself before you wreck yourself. You are far from the truth.

What is something about your physical health where you have been to black and white about it and haven't experimented enough?

In wealth, what is something where you haven't experimented enough and what is the experiment you should do next?

In your social life, what is an experiment (or past experience if everything is ok now) you have been stuck in (or you haven't been experimenting) for too long now and it is turning into a nightmare.

Same questions for your happiness:

Are you experimenting?

Have you been stuck on the same experiment for too long?

What new experiments should you be trying?

Be specific and write down the answers in your journal.

The great adventure of your life awaits YOU, do it NOW!

"In questions of science, the authority of a thousand is not worth the humble reasoning of a single individual."

Galileo Galilei

26. Hi Nick, how's your day going? Have you found the strategies for getting passed the obstacles in your life?

a) The simple answer, you have to make your life go where you want it to go.

Why would you create fear by using drugs continuously? The grind of life, is life. No point in adding burdens (bad habits) on top of that. Who chooses to be a slave on purpose?

b) Get from point A to point B as fast as possible. Walk in a straight line, think thoughts which propel you where you want to go.

c) There will be storms along the way, but you will be ready. The lightning storm will end soon, enjoy the roller coaster ride.

Force of will, backbone, toughening up, believing in yourself, feeling success BEFORE you have it!

Push through the storm, see yourself getting through to the end. What do you see? What do you want to see?

What visions are motivating you now. Imagine you see the perfect you!

What do you want to see, hear, feel?

Who do you want to spend time with, what do you want to do to help yourself and others, how rich do you want to be

(health, wealth, love, happiness)? How will you get there (goals, sub goals)?

d) You must believe you can do it and then you can!

It is that simple.

e) Go to war, fight those sharks, avoid those bullets, live 42 days on a raft drifting in the open ocean.

Spend time in a prison camp. Survive all this and still you will find happiness. You just need to believe in yourself, your future.

Expect shit to happen. Read some history. Gain confidence by reading biographies. That way when the storm hits you won't freak out.

Go to some impoverished countries...

keep your experience in perspective as compared to others.

f) You will encounter many walls as you go through your life. Innovate your way over, around, under and straight through the wall.

Smash the wall, go straight through it if that works. Find the fastest way past that wall. Once you get past that wall

there will be another one coming up soon. You must innovate continuously.

A sledge hammer is a tool in your tool belt, a shovel, a helicopter, a car, knowledge, running shoes;

get tools to help you move beyond that wall.

If you plan on smashing the wall be careful, that first brick is very difficult to remove (finding the sub goals).

The second brick will of course be

a little bit easier to smash. Experiment and locate the best technique.

Then implement your ideal solution.

g) There is only one destiny you must aim for. It is of course your long term happiness.

Avoid all other targets, situations, and people who hinder you. Learn from your mistakes but don't continue making them over and over.

Pain comes primarily from three places; old age and sickness, forces outside our control like physics (you get in a car accident),

and of course, other people cause us pain.

Other people and physics can also bring great pleasure so keep this in perspective. Don't just give up on other people, you are a PEOPLE! If you give up on others, you have given up on yourself and the game is over. No more fun time. Paranoia, fear and death is all that will be left for you.

A person living on an island alone eventually goes crazy.

Focus on your long term goal of happiness and have some fun in the moment but make sure the fun in the now is a good/healthy desire/choice.

h) Seize the day/minute. Let's practice getting through an existing problem you have today; pick a small problem or a hard one.

You have the tools to do it! If you don't have the tools, then go get them and solve that problem now.

What tools do I need to solve this problem?

Where there is a will and a belief in yourself emanating from a realistic endeavour, there is a way.

Your realistic endeavour (relative to your natural abilities) will create belief in yourself (I can do it!), then this generates force of will with perspective and from force of will (taking positive actions) you get the good life!

Things are not as bad as you think, things are not as bad as you think, things are not as bad as you think...

The walls aren't so bad, climb to the top, the view is great!

i) As you go through each wall your momentum increases and life just keeps on getting better and better;

now you're in top gear and life is fantastic! That is the grind of life.

j) Your life is a work of art so you better work on it!

Making love is a job, any time you make something it is work. Enjoy the grind!

k) Seek to make your life long in the service of the people.

L) If you didn't have any walls, your life wouldn't have a good story.

When you get to the age of 70, you want to have a good story to tell those young whipper snappers who think they know everything. Experience, wisdom, the walls I conquered...

Your life will be beautiful in proportion to the agility that you acquire in order to conquer those obstacles, so start embracing those walls!

Do you have a realistic plan to generate belief in yourself? Write it down.

On a scale from one to ten, how strong is your ability to conjure up and generate force of will?

Write down at least one example of you doing that from your past. Even if it is as simple as, "I forced myself to get out bed today", ok now you can't use that one, find another one.

Give an example of a time where you have lost perspective. Write about something that was fairly minor that you thought was the biggest calamity of all time for you.

What books about history/philosophy are you going to start reading in order to put your life in perspective?

Start with, William James "Will" Durant.

Knowledge is the eye of desire

and can become the pilot of the soul

Most of us spend too much time on the last twenty-four hours

and too little on the last six thousand years
To say nothing,
especially when speaking,
is half the art of diplomacy

How much time will you spend to get to your end game goals?
As much time as needed!!!

"God damn you to hell, Sir, no, it's indecent, there are limits!
In six days, do you hear me, six days, God made the world.
Yes Sir, no less Sir, the WORLD! And you are not bloody well capable of
making me a pair of trousers in three months!"
"But my dear Sir, my dear Sir, look at the world and look at my
TROUSERS!"
Samuel Beckett, Endgame

27. Hi Nick, what is the true test of a life well lived?
a) The more people who show up for your funeral, the more value and joy
you have brought to yourself and others.
b) As you go through life your brain is constantly testing you. Your
brain is an algorithmic machine (even if you don't
like math your subconscious mind is always doing it anyway).
And one of the things your mind is doing math on is, "how good of a life
have you lived".
c) Everyone goes through some type of depression in their life. That is
normal. It's when the depression becomes deep
and lasts for months is when it becomes a problem. Normal depression is
there as a sign to tell you that you are
not doing what you should be doing to make yourself and others happier.
If you have deep depression then you should make war with a multitude of
counsellors (of type psychologist).
d) It is time to move towards something or make a change if you are
experiencing some type of depression.
It is your job to figure out what must be done! Contemplate what is
missing from your life; what do you want? Maybe your expectations
are too high, maybe you lack belief in yourself. Sometimes getting rid
of depression is as simple as changing
your mental framework (the way you think about yourself/life).
A tool - Where is your gratitude list? Write/read it every day, make a
mental
note, memorize it, repeat it to yourself hourly if necessary.
e) How are you moving up the ladder of your life? Do you think you are
moving too slowly? Then the solution is to give yourself more
time to think about solutions (better action plans to get what you want
when you want it).
Do you think you are moving up the ladder too quickly and the stress of
success is bringing on too many new problems all at once?
Then the solution is to move more slowly (action wise) and give your mind
some time to get use to all the new changes at a rate that is more
comfortable for you.
Experiment with this new type of assessment of yourself, it will help to
bring you a stabilized (balanced) mind set.

f) Think of your long term goals. Win the wars, try your best to win the battles but don't worry so much about them if you lose a few. You will lose some of the battles on your path, it is inevitable. Stay focused on the big game you are in.

Remember the funeral test:

The more people who show up for your funeral, the more value and joy you have brought to yourself and others.

g) Think backwards from the end of your life. Imagine:

What would you have to do when you are 70 years old to be who you want to be when you are 80 years old?

What would you have to do when you are 60 years old to be who you want to be when you are 70 years old?

What would you have to do when you are 50 years old to be who you want to be when you are 60 years old?

What would you have to do when you are 40 years old to be who you want to be when you are 50 years old?

What would you have to do when you are 30 years old to be who you want to be when you are 40 years old?

What would you have to do when you are 25 years old to be who you want to be when you are 30 years old? Continue with shorter and shorter time frames!

The above is an idea that we should be taught from a very young age to give us a gage (gauge) of where we are headed and when we expect ourselves to get there.

This is a good way to learn what we are capable of from a very young age.

Who am I, what am I capable of, how fast can I go,

how much (and what) can I do realistically based on my past performances?

Should I move slower/faster, should I innovate actions, should I innovate thoughts, should I do nothing for a spell

and smell the roses?

h) Be a person of integrity. Either show up for the show or be honest up front and just say you can't make it.

No more excuses. Don't become the type of person who makes up excuses for not doing something that will help YOURSELF or others!

That is a recipe for disaster.

i) There are 3 main wars in your life, all of which are attached to moving away from pain and towards pleasure.

i1. Dissolution and decay of your body (sickness, death).

i2. The forces of nature.

i3. Other people.

Have integrity/respect (for yourself) when dealing with your health i1, do what needs to be done!

Have integrity/respect when dealing with other people i3 (you will gain respect, friends, love and contacts who will want to help you win wars).

And finally, have respect for the forces of nature and watch out, if you have no problems then nature will give you one.

Nature always has the last laugh.

j) Don't forget to address your financial war. You can't do much in this life without financial independence.

k) Happiness is the fulfilment of pent up desires. Keep this in perspective, maybe your desires are unrealistic, who/where/when are you?

Google - Briggs Myers Test. Take the test, it takes about 15 minutes to complete. Invest in yourself!

Perhaps the time you spend thinking about your different desires needs to be balanced a bit more. Perhaps desire a more peaceful state of mind, think of nothing for a spell...art, music, beauty, time alone. Contemplate a state of love. If I was in love, what would I feel like. Generating those types of feelings can be a huge game changer!

Join/help a charity, being involved in a cause that is bigger than yourself will make you feel good about yourself!

Animals, nature, babies, children, adults, and old people (old people get their own category because some of them are like children lol) - our brains are hard wired to interact with these entities for a well-rounded sense of fulfilment. So get out there and meet as many people as you can. Get a cat/dog etc.

Go to the park/pond/lake/beach etc.

L) If you are happy then you don't need to change. Google - Read this book, "Happiness Hypothesis".

What do you see when you look out your window, it will affect you.

m) How many people will come to my funeral, what will they think of me? If I never existed, what would the world have missed out on?

Define what you want, go straight to it!

Who do you look up to who passed the funeral test? - Gandhi, Mother Theresa, Jimi Hendrix etc.

Do you have a clearly defined image of the war you won by the time you are at the end of your life?

If not, how can you use the funeral test to motivate you to think about your ideal end game?

What are your strategies for winning the wars of health, wealth, love and happiness. Even if you have written these

down before, as you go through this book you are evolving and you need to refine your thoughts and re-enforce your

conviction by writing it down, and expanding on it, again!

What is your weakest area right now, where have you been making excuses, where do you have lots of

activity but no end result?

Write down how you will improve in that area, what changes will you make?

What is your maximum potential?

Take that Briggs Myers test!!!

Happiness is when what you think, what you say, and what you do are in harmony.

Mahatma Gandhi

28. Hi Nick, have you become in tune with the natural cycles that dictate your life?

a) Never forget, nature laughs last, the best laid plans will always be bound by the various laws of physics.

You must snap yourself out of the ego centric mind set that we are all naturally in. The world does not revolve around me/you. We are just playing a part bound by the laws of nature.

We are designed to be ego centric so we are motivated to survive but sometimes it can get in our way to achieving the good life. If you get frustrated, for some reason, you may lose faith in yourself and get blown off track. Snap yourself out of it. Don't let your ego tell you that you can't do it. You control your ego.

b) 500 years ago we thought the earth was the center of the universe. That thought was because our brains are innately ego centric. We feel as though our consciousness is the center of the universe, so everything must revolve around us. Well it's time to get over yourself and let your faults, weaknesses and problems become your strengths. Every time you start to feel useless, contemplate what thoughts, actions or outside forces (people in some cases) caused those feelings and then use those thoughts/actions/forces as a trigger/tool to strengthen you instead of weakening you. You must use your imagination to create ways to do this. It is something that only you can do for yourself and it will take practice to make it an automatic habit.

Here is an exercise to get you started:

Think of your weakness and then ask yourself this question 3 times in a row and then empty your mind.

Think of the weakness and then say to yourself, how can I turn this weakness into a strength?

Think of the weakness and then say to yourself, how can I turn this weakness into a strength?

Think of the weakness and then say to yourself, how can I turn this weakness into a strength?

Then empty your mind and the answer will appear.

If the answer doesn't appear right away then move on, give it some time, lay down in a dark room and think of nothing for many minutes, try the exercise again later on in the day or just before falling asleep. Look for solutions to any problem just before falling asleep.

You can solve complex problems in your sleep this way. Think of the problem in the morning again while you are still in bed and low and behold

the answers will be many!

c) Have plans, measure your progress. See yourself becoming stronger and more in control each day.

That is an excellent way to alleviate depression. Make depression a trigger/tool/strength. It is there to tell you to get off your ass and do what YOU need to do to be happy!

Know your problems so you can beat them up. Fight that battle! You are supposed to be part of a world that is bigger than yourself

but this doesn't mean you have to let it destroy you. You have options to control certain aspects of the events/nature/people which come your way, "screw it, just do it" as they say, get the good life now!

Expect things to go wrong, because they will, it is a part of life.

Don't let your ego make that problem bigger than it has to be.

Tell your ego to turn that problem into great health, wealth, love and happiness.

d) The first two years, as you go through the steps in this book, will be difficult but after that your progress will accelerate

and happiness will increase exponentially. Allow yourself some time to get where you want to be. Be patient in order to lower your frustration levels. Nature will laugh last, be prepared for devastation and you will be able to thrive in the face of any event. Track your ego centric self, tell it to watch the outside forces; always observant, always prepared for anything!

e) The seasons within the years of time can serve as benchmarks so you can see your progress. That is the fun part, how far have I gone in the last season? "Oh, that far... YEA!" Take pride in your accomplishments, see that the light, there, is at the end of the tunnel..."I am almost there." And when you get there, well, it never ends...

Here is a natural cycle for moving forward:

- e1. Winter - think plan contemplate.
 - e2. Spring - test and experiment.
 - e3. Summer - do it.
 - e4. Fall - reap the rewards and do it some more.
- repeat.

Write about a past winter time in your life.

Write about a past spring time in your life.

Write about a past summer time in your life.

Write about a past fall time in your life.

What season are you in now and how will you handle it a little bit less egocentrically?

The imagination is one of the forces of nature.
Wallace Stevens

29. Hi Nick, have you learned how to create the perfect system?

a) How often does any given system fail? It depends on the system.

How many things go wrong in your life per day?

Over three and that's too many; depending on what you categorise as "going wrong".

b) If you could lower the amount of mistakes you make per day imagine how fast you

could change your life. Life is short, yet we act like we have all the time in the world. If

you could know when you were going to die, what would you do today?

How much more organized and thrifty would you be with your time?

What can I do to increase my efficiency and cut out all my mistakes?

c) Some people believe that they learn better by making mistakes. This is true but

the mistakes don't have to be yours. It is far more efficient to learn from the mistakes

of others; it takes 1/10 of the time!

d) Always have a backup plan. Always have redundant systems. Always have two of everything.

Sounds greedy, but what can go wrong will go wrong and it will go wrong at the worst time. If

you have a backup plan/tool/system then you are prepared for anything and there will be no slow down on your path to success!

Not having a backup plan could mean complete failure and starting from scratch. Oops I didn't save my book in the cloud and that virus deleted all my hard drives and usb sticks. That just sucks. Don't let crap like that happen to you!

Have a backup plan for all contingencies good or bad.

Think of the worst things that could happen and prepare for them now!

Don't become obsessed with negative thinking, keep it constructive and remain alert.

e) No single points of failure. You are not allowed to make mistakes.

If that is your goal

then you will be on your toes at all times. Mistakes happen naturally anyway so don't increase the number of mistakes in your life

by putting yourself in

situations where you know the odds of failure are very high. If you don't know what the odds are then

you better go do more research on the subject and find out what other people have discovered with regards to that situation.

It would be a mistake to jump into a scene where you had no idea of the probability of success!

And, if you don't have backup plans (little and big) then you have already made a mistake; a mistake waiting to happen.

f) Get organized, you don't know when you will die, start now! Work hard and have fun working!

Learn some memory tricks to help you. Google - "best memory tricks".

g) Become conscious of the amount of time and energy you spend on

anything. Do the difficult things in the morning

when you are the smartest. Save the fun easy things you must do until the end of the day.

h) Fail to fail...

You can use all these ideas in all aspects of your life. Make your life the perfect system!

You must keep track of everything. Track your thoughts, emotions, actions, finances, stress level, worth a dam factor etc.

Have a plan for all of those things that could go wrong and a plan for keeping them going in the correct positive direction.

Stay on the perfect path.

Balance.

Always plan for three scenarios:

h1. What is the best case scenario? Build a plan around it. How are you going to spend your millions?

h2. What is the most likely scenario? This plan is evolving daily and the one you will spend most of your time and energy building.

h3. What is the worst case scenario? Build a plan to rebuild from scratch if necessary.

Your body, your love, your money, your happiness; what is the plan and what is your backup plan?

The solutions are a positive thought; create them!

i) Six Sigma in business - is a disciplined, data-driven (your observations) approach and methodology for eliminating defects in ANY PROCESS - from manufacturing to transactional, from product to service. Now let's use it to organize the mind to acquire the perfect system (solution/plan). You will have to do this on your own because it is another books worth of information. Basically it is quality control and how to achieve a successful outcome for any process.

j) Now that you have your plans you must execute them. Failure to execute your plans is a mistake, a failure. Why are you not executing, make a plan for not executing a plan. lol. Go plan, go do it!

Use a multitude of counsellors to help you, accountants, psychologists, mentors, teachers, books, videos, seminars, consultants, etc.

What is your end game goal!

Where are you at now, what is your 6 sigma rating? How many mistakes are you making per day?

What is the primary reason you think you are at the level you are at now?

How will you improve upon this?

What do you need to work on the most:

- * The plan.
- * The backup plan.
- * Removing mistakes by eliminating "low probability of success" situations from your life.
- * Increasing your simulations (learning from others mistakes).
- * Keeping track of everything from your thoughts, feelings, actions, to your health, wealth, love and happiness.

From where you are now vs where you want to be, what is your plan for all the worst case scenarios?

What is your plan for the most likely scenario (use an 18 month time frame)?

What is you plan to achieve the best case scenario? How are you going to enjoy your awesome outcome?!

Write it all down and read it daily!

Everything must be made as simple as possible. But not simpler.
Albert Einstein

30. Hi Nick, who is your support team and what are the best ways to assemble them?

a) You must have allies. What are the functions in your brain that are the most important?

The functions which help you adapt, like the function of coalitions (an alliance for combined action).

b) Allies, it doesn't matter what aspect of your life you are currently trying to improve, you will need

allies to help you, and they will get you where you want to go faster.

c) We are hard wired to be social, so you might as well be social with some people who can actually help you.

d) We live in a world of exchange. You help others and they help you. Some examples; we make war with an army of corporate lawyers these days and

if we are depressed or 'stressed out' we talk to someone to help us.

e) If you are in a war then who do you want in the trench with you? The meaning of life is 'how you play out your life', who will be your allies in your life?

f) Look for 3 things in an ally; energy, intelligence, integrity and loyalty.

You must also develop those traits so you can give back.

g) If you are not good at sensing who a loyal person is then look back on a time when you were betrayed. What did they do just before they betrayed you? You must become aware of those signs so it doesn't happen again!

h) Find complementary allies. Where you are weak they must be strong, and where they are weak, you must be strong.

Have your role and your partners role clearly defined. Who will be the front man? Who will be the man in the background?

i) What is your selection methodology for acquiring friends, allies, business partners, employees, lovers etc?

i1. Talk to 'peopleA' who have dealt with the potential ally you are interested in. Then talk to 'peopleB' who have talked to 'peopleA' etc.

i2. Have many meetings (25) with the potential ally over many months (a year minimum) and get to know them.

Are they always distributing consistent behaviour that is congruent (aligned) with what you are looking for?

i3. Use a combination of points i1 and i2 above.

On the last meeting take them out to dinner and count how many times they say thank you to the valet, doorman waiter, etc, during the meeting. If they don't do a certain number of "thank you/s" then they are no good no matter what happened during the other 25 meetings!

Write down an example of a time when you were betrayed? Did you follow the points from section 'i' and 'f' above?

Remember you can't change other people unless they want to change, so you must take it upon yourself to do things differently (change)

if you want to advance to where ever it is you want to go.

Write about other situations where you were betrayed; in business, romantically, friendship wise etc. What did you do wrong and what were the actions of the other person leading up to the betrayal?

Write down what you will do next time you start to see the in-congruent actions of the other person.

Write down an example of a time when you were in a non-complementary partnership/relationship? How will you communicate

in the future so we all "know our role" and everything runs smoothly?

Your outcome in life is going to be determined by other people, take time with this one!

Life is not a solo act. It's a huge collaboration, and we all need to assemble around us the people who care about us,

and support us,
in times of strife and prosperity.
Tim Gunn

31. Hi Nick, do you understand that it is preparation that precedes good luck?

a) A man makes his own luck. There may be some things outside of our control but we must do what we can to create our own destiny.

b) Do what is difficult when it is easy.

As you go through your life you have a choice at every moment. The decision you make now will have an

impact on what happens in the future. You could wait for things to happen to you before you prepare

for them. That is what most people do. Don't be like most people.

Prepare in advance and then eventually

a little bit of luck will happen and boom you will advance.

Without the preparation there will be no luck!

c) Go straight to the top. What do the world's greatest thinkers and most successful people say about this subject?

That's right, they say good luck is just preparation in disguise.

Convictions can be the enemies of truth so keep this in perspective and remain to have an open mind at all times.

d) Prepare for tomorrow today. That habit will literally change your life.

Before you go to bed every night, map out mentally what you are going to do tomorrow.

This will give your dream state something positive to work on. Solving problems in your dreams is

a great way to get things done. Talk about easy.

e) On the flip side, don't spend 8 hours a day planning things. You don't want to be one of those people

who spends all their time planning things and no time doing things.

Balance.

f) Adopt the mental framework where you say to yourself, "within certain parameters I control my own destiny".

Say that regularly to yourself until the thought becomes instinct.

Don't be too extreme on either side of the coin. Fate does exist (can't control the laws of physics) but destiny also is true

(I have chosen to read this book).

g) Go through your life and do a quick assessment of the times when you experienced pain because you waited to do something

that you could have prepared for in advance. This will be a good

motivator to propel you in the positive direction of preparation.

h) The next time you find yourself procrastinating about something difficult that you know must be done, just jump right

in, get at it, and the next thing you know it will be halfway done.

Don't let your perception of the tasks difficulty cause you to

procrastinate, once you start doing the task you will find

that it really isn't all that hard. This will rewire your brain and give you a tremendous sense of accomplishment and fulfilment.

Look for difficult tasks to do, that is what the great ones do. Nothing worth doing is ever easy at first...

i) For most people; do your most difficult brain teaser type tasks (or hard tasks) in the morning, this is when our brains are the freshest and our motivation the highest.
Save the fun things for later in the day so you have something to look forward too throughout your day.
j) Don't let your procrastination prevent you from preparing for that rainy day. Make point (i) an instinct.

Write about something difficult that you didn't do and it came back to bite you in a horrible way?

What is a bad (procrastination type) habit that you have, specifically (waking up to late, not putting oil in your car etc)?

What resolution are you going to make right now to change just one thing and how are you going to do it (plan out your day before going to bed etc)? Don't put your head in the sand, rewire your brain now!

My success was due to good luck, hard work,
and support and advice from friends and mentors.
But most importantly, it depended on me to keep trying after I had failed.
Mark Warner

32. Hi Nick, are you taking steps to increase your energy level and the amount of time
you have left in this life?

a) The only thing as important as the length of time you have on this planet is the amount of energy you have
to do things. Without energy/health you are dead in the water.

b) Life is long if you know how to use it. It is not that we have a short time to live, but that we waste a lot of it.

Life is long enough and a sufficiently generous amount has been given to us, for the highest achievements, if it was all
well invested. But when your life is wasted in heedless luxury and spent on no good activity, we are forced at last

by deaths final constraint to realize that it has passed away before we knew it was passing. So it is, we are not given

a short life but we make it short. And we are not ill supplied with time, but we are wasteful of it. It is a small part

of life most people really live and indeed all the rest is not life but merely time (Seneca).

c) Your greatest enemy is expectancy. Expecting there to be an endless amount of time.

Or even expecting to be able to reverse mistakes...

As soon as we make those assumptions we frivolously spend our time.

Instead of taking your time through the circular route, you should take the straight line approach to achieve your destiny.

Heed the words of the wise, invest your years correctly!

d) So what do you invest in. Double down on yourself (learning). Spend your time benefiting other people.

Increase your energy (exercise) so you can focus on your life.

Take some time for yourself, get away from the chaos and fray (rat race) of your culture (unless you're already a monk).

Take some time to find yourself instead of just hustling and bustling all the time. You don't want to miss out on what would really give you self fulfilment.

Sounds simple and it is!

e) If you don't do point 'd' above:

Your health will slowly decay.

Your wealth will slowly go downhill.

Your social life will collapse.

And then you will die miserably.

f) The things you do now will give you a glimpse into your future. What do you see when look into your immediate future, is it good, is it bad, can't see anything (that would be bad).

If you want to see good things in your future you must make better decisions in your present. Take what you learn from others (books etc) to help you avoid mistakes in the now.

Learning from the great ones of the past:

None of these will force you to die, but all will teach you. None of them will exhaust your years but each will contribute his years to you. When none of these in conversation be dangerous, for you can take from them whatever you wish.

What happiness, what a fine old age awaits the person who has made themselves a client of these great thinkers.

He will have friends whose advice he can ask on the most important and the most trivial.

They will tell you the truth without insulting you, without flattery.

And they will offer you a pattern on which to model

yourself. You are in the habit of saying it was not in your power to choose the parents you were allotted, that they

were given to you by chance, but we can choose whose children we would like to be.

There are households of the noblest intellects, choose the one into which you wish to be adopted. And you will inherit not

only their name but their property (wisdom) too. The more it is shared out, the greater it will become. These will offer you

a path to immortality and raise you to a point from which no one is cast down. This is the only way to prolong mortality, even to convert it to immortality.

g) You must plan to not only be happy in the future, but for today as well!

How have you been squandering your time?

Who are you not learning from today and who should you be learning from (relative to your situation)?

What are you going to do to slow down the increasing chaos of your life (working out, investing better, socializing more, meditation, learning etc.)?

You've done it before and you can do it now.

See the positive possibilities.

Redirect the substantial energy of your frustration and turn it into positive,

effective, unstoppable determination.

Ralph Marston

33. Hi Nick, have you seen the disabling ignorance, are you removing it?
a) It is important to manage yourself, your time, your energy, your vision etc.

We all must remove disabling ignorance.

There are known knowns,
there are things we know that we know.

We also know that there are known unknowns.

That is to say we know there are some things that we do not know,
but there are also UNKNOWN unknowns, the ones we DO NOT know we don't know (Rumsfeld).

Sounds convoluted and ignorant however the basic idea is that we know some things and we know that we don't know other things.

And then there are the things that have never even entered our minds ever! That is the ignorance, a closed mind which has stopped seeking.

b) Watch out for the invention of rules that you (and others) make. They can help or they can limit the positive things that your mind will explore. Once you put a limit

on your thoughts you create a limited life and you may never find the solutions you are in need of.

Remove/alter any rules which may be holding you back. That is how you begin to remove the disabling ignorance.

Once you start to do that your mind will become open to all the new possibilities and you will find even more rules that must be altered to get to full self fulfilment.

Once the effect of altering rules snowballs you will be at peace in a flash!

Do not alter the rules to the point that you are doing unethical or illegal activity. That would be ignorant to the max.

The mind's like an attic, it gets full. Remove the garbage rules! Throw out at least one of your great rules every year.

Remember - Convictions are greater enemies of truth than lies!

You can have convictions but they can't be unfounded ignorant ones and your mind must be open to revamping your convictions on a regular (continuous) basis.

The truth is in constant evolution, except for math (or the laws of physics), those never change???

c) Challenge your rules about how you critique other people, music, sports, movies, and religion.

How can you alter your negative rules about those subjects?

What are your rules about diet, challenge your convictions, perhaps you are damaging your health structure, perhaps you could increase your energy even more by altering your diet just slightly.

Ask yourself "why" at least three times to unhinge some of the ignorance in your rules.

Why do I need this rule?

Why was this rule created?

Why am I thinking about this rule?

Why should this rule be altered?

Why should this rule be thrown out?

Why should this rule not be altered?

Why should I keep this rule as it is?

d) Think deeper about long term assumptions and beliefs.
Diet, things you criticize, religion, politics (lots of ignorance there), morality, abortion etc.
Be better at arguing the "oppositional side" of your beliefs than you are at arguing "for" what you believe in.
This will give you an open mind and a huge advantage. Knowing deeply both sides of the conversation will make you a very interesting person that other people will want to talk to. Before you know it, you will be the guru!
If you think gurus are stupid then convince me why they are NOT stupid, do you really know what YOU ARE TALKING about?
e) Sam Walton was - I never met a man who was less concerned about making a mistake. If you make a mistake, just move on, people will laugh at you no matter what you do. You will have the last laugh.
You can change!
Change on a dime, adapt!

Write about a belief that you held very strongly for many years that you eventually came to believe was crazy.
Think about something currently; challenge one of your beliefs, "have I ever tried to take the opposite side of..."?
Write the opposing argument to that belief. Try to disprove yourself!

Real knowledge is to know the extent of one's ignorance.
Wisdom arrives instantaneously when the application of that knowledge is executed.
Confucius/Potschka

34. Hi Nick, are you acquiring the skill to manage other people?
a) The men who can manage men, manage the men who can only manage things. But the men who manage money, manage all.
I'm not trying to get into the topic of money here but basically if you can manage money and people then you will be very close to the top of the ladder.
Most people spend their lives just managing things, like a cash register. If you feel unmotivated then you need to expand your goals, and quite possibly your faith in yourself, so you can move beyond that.
b) If you can manage other people then YOU are very good at managing YOURSELF!
c) Whether you are at home, college, the work place or in your own business etc, your ability to form allies (friends) is extremely important to getting the good life.
Sometimes you will be the leader, sometimes you will be in the middle and sometimes you will be under somebody who is in charge.
No matter where you are, you will always find yourself in a place where the need for management skills is very important.
d) How do you manage? Well, start with this idea; how do you get people to NOT DO things?
You can also use incentives, but more importantly how do you keep track of what people are doing who you are managing?

Well just stay involved with the project. You just can't leave the scene after you have given out the instructions. Manage by looking over their shoulder now and then, it shows that you care enough to be there if they need help and you can verify what they are doing at the same time. Do not micro manage or nitpick at every little thing the person is doing for you, give off a vibe (encouraging complements etc) of trust instead.

e) Even if you are a teenager living at home, you are going to have to MANAGE how your significant others TREAT you!

Don't control, but cooperate and communicate reciprocal positive outcomes, that is how you manage successfully.

f) What makes you fail at managing? Not having any skill (discipline). You CANNOT delegate what you don't know. You must know at least a little bit.

You must have an active role in whatever process you find yourself in, and you will need some skill with respect to that situation if you expect others to follow you. If you don't know anything about the subject you are managing then there is a good chance the people you are attempting to manage will attempt to take advantage of you.

g) If you let other people do things to you that are not in your best interest then shame on them, if you let those same people do those bad things again then shame on you! That's an oldie but it is relative to this topic of managing how you let other people interact with you. Get rid of the users, they are not your friends!

h) What areas in your life do you need some knowledge the most? Health, wealth, love, and happiness of course!

Don't take all of this to an extreme and think you can bypass doctors and other experts but know the basics and motivate those experts to achieve their maximum potential when it comes to helping you!

Remember, you are delegating to people who have their own interests at heart and

nobody has your interests at heart as much as you do.

If you show some basic understanding of the topic when you are delegating then you are more likely to get correct behaviour from the person you are delegating too.

Even if you only study the topic for 10 or 20 minutes, it will make a difference! Of course don't be annoying, DON'T act like an expert.

i) So go gain a broad set of knowledge in the basics of life, you have to become a 'jack of all trades'; just a little bit. You are of course an expert in something else??? Or on your way to becoming an expert at one thing??? You better be on that path!

Write about a nightmare story that you delegated out; you trusted without verifying for example.

What are some areas in your life where you are lacking some basic knowledge that would help you manage better?

In your primary career, what is something you are 'delegating out' without enough knowledge and when are you going to commit to getting more information about that something?

It is ok to delegate but it is not ok to delegate out things you know nothing about it, that is a recipe for disaster!

"At the end of the day,
man-management is all about managing people's sense and sensitivity..."
Sandhya Jane

35. Hi Nick, are you learning how to step out of the game of chance and into a more accurate reality?

a) What is your philosophy on life? If you get it right you can go to the moon, if you don't you stay where you are.

Or go lower.

b) You must be precise when it comes to your philosophy. Test your philosophy, are you where you thought you would be (health, wealth, love, happiness) with respect to your current age?

c) For most of us if we are honest, we have not quite arrived at the place where we thought we would.

Maybe there is something wrong with our core convictions. Remember, convictions can be greater enemies of the truth than lies.

d) Are you chasing a mirage? Attempt to remove some of the uncertainties of your life. Try living a week with less

convictions and more investigation. What the world needs now is less opinion and a heck of a lot more observation.

e) What is the probability that the conviction you are using for some situation is accurate? Ask yourself that question

when you are in a situation that relies on one of your convictions to produce a positive result. If the probability is

very low you will want to investigate other solutions first before chasing the mirage. Making the same mistakes over and over

is a sure sign that you need to revamp the conviction!

Stop being so black and white and let down some of your convictions.

Replace them with the knowledge that you are never going

to "quite know" the exact truth. Truth evolves, as we know, so you must keep an open mind with regards to your convictions so

you can improve them and thus the outcome of your life.

Letting your convictions evolve will create a more accurate/positive reality for you!

f) You must be able to accept some of the uncertainty of your convictions.

You must move towards the probabilities that are the highest. Which slot machine are you going to use, the one that wins 25% of

the time with a "4 too one pay out", or the one that wins 1% of the time with an "8 too one payout"? Well if you do the math you will find

that it is more profitable to play the machine that wins 25% of the time. Explain "4 too one payout" for a machine that wins 25% of the time:

You bet \$1 and you win \$4, 25% of the time. Where is that casino I'm in when do we leave!

But life is more complicated than that, sometimes you do all the right things and yet things still don't work out.

And sometimes you play the machine with the worse odds and you win. That can create a false conviction, watch out for that!

And sometimes you have to go for it and play the machine with the worse odds because your happiness level is also mixed into the overall equation. It is up to you to find the correct balance of your life's equation so that you are not always taking the safe boring route but also not just following the crazy risk route continuously.

Find the probabilities somewhere in the middle or mix it up a bit. Take some low/medium/high probability chances in different parts of your life. Or sometimes take a safe route with a specific area of your life and sometimes take a little more risky decision in that same area of your life. Whatever mix makes you happy.

Experiment, investigate and observe how you feel as you try different mixes.

g) You must have a tool when life gives you choices, to decide which path to take. It is best to take the path with the best odds!

Again, your happiness quotient must be applied to those odds and that is up to you.

Take the good odds path and fail, how happy will I be? (Don't let this one stop you from trying again!)

Take the good odds path and succeed, how happy will I be?

Take the bad odds path and fail, how happy will I be?

Take the bad odds path and succeed, how happy will I be? (Don't let this one create false convictions in you!)

That is what makes life interesting, the coin has 4 sides.

h) Epistemology - the theory of knowledge, especially with regard to its methods, validity, and scope.

Epistemology is the investigation of what distinguishes justified belief from opinion.

Life is like being in a cave

and in this cave

you have a lot of people

who are sitting way back in the cave

in the darkness

and they are seeing the activity

of other people by the light of the fire

but they're really just seeing shadows on the wall

they think they are seeing reality

but when they emerge from the depths of the cave

and into the light of their new philosophy

they see clearly and reap the rewards of their new found vision!

i) You must give the world time to catch up with you.

Sometimes you will continually make the correct choices and you still won't win. Don't

give up, eventually the world will see you. And like many great artists you may not be seen

until after you die. Yet that is a life... A GREAT LIFE!

It's not about the destination, it is about the journey!

j) Stick with the plan, and yours is the earth!

Write about a time when you made the correct path choice yet still failed.

Write about something you gave up on too quickly which eventually would have been successful.

What new/better probable solution are you seeing right now that you will explore? Or, what is the clear path

that you know you should take that you haven't taken?

What is a bad bet that you continually make that you should cut out now?

Time in life is limited, what is your resolution for doing the above?

IF...

If you can keep your head when all about you
Are losing theirs and blaming it on you,
If you can trust yourself when all men doubt you,
But make allowance for their doubting too;
If you can wait and not be tired by waiting,
Or being lied about, don't deal in lies,
Or being hated, don't give way to hating,
And yet don't look too good, nor talk too wise:

If you can dream-and not make dreams your master;
If you can think-and not make thoughts your aim;
If you can meet with Triumph and Disaster
And treat those two impostors just the same;
If you can bear to hear the truth you've spoken
Twisted by knaves to make a trap for fools,
Or watch the things you gave your life to, broken,
And stoop and build 'em up with worn-out tools:

If you can make one heap of all your winnings
And risk it on one turn of pitch-and-toss,
And lose, and start again at your beginnings
And never breathe a word about your loss;
If you can force your heart and nerve and sinew
To serve your turn long after they are gone,
And so hold on when there is nothing in you
Except the Will which says to them: 'Hold on!'

If you can talk with crowds and keep your virtue,
Or walk with Kings-nor lose the common touch,
If neither foes nor loving friends can hurt you,
If all men count with you, but none too much;
If you can fill the unforgiving minute
With sixty seconds' worth of distance run,
Yours is the Earth and everything that's in it,
And-which is more-you'll be a Man, my son!
Rudyard Kipling

36. Hi Nick, have you mastered the idea of when to persevere and when to quit?

a) Getting the good life is not easy but it is possible.

b) The acquisition of knowledge is not as important as the application of knowledge.

You must do both.

Listen, contemplate apply.

c) Don't try to teach a pig to fly; you can't do it and it bothers the pig.

Never push on a string.

d) You will bump into people and situations in your life which must change.

If the situation is driving you crazy or the people are trying to do bad things to you then obviously this must change.

You can teach yourself out of it. Communicate with the people or cut them out of your life all together.

Don't try to teach a person who is not ready to learn. Wait till they "come around" and then give it another try.

e) People who "don't know" AND are unwilling to learn must be given the boot. People who want to communicate with you about the problems are ok and should be given a chance.

This is not judge mental, it is just reality. You must categorize people. You have the pigs and you have the innocently ignorant.

The pigs will frustrate you, take up your time, and eventually turn around and stab you in the back.

The innocently ignorant are the rest of the people and they include you and me.

f) Now when it comes to situations, like in business, sometimes you have to let the solution come to you. Instead of trying to conquer, you must seduce. Don't push on the string; pull on the string.

It may take some time for life to come to you but sometimes that is the only way it is going to happen.

g) Some people/situations are on the border, is the person a pig or an innocent? You must persevere with the positive solution for as long as it seems viable. This will be a judgement call on your part. You will have to experiment and see what happens. To many strikes and it is time to quit but if the situation seems to be advancing, all abate slowly, then persevere and stick with it.

There is a fine line between patience and impatience, you better find it before you run out of time and your dreams die.

h) Live one day at a time, enjoying one moment at a time, accept hardships as the pathway to peace.

i) If you are trying to change someone, you might have to alter their reward/punishment structure. Sometimes it takes a little bit of pain/pleasure for a person to see the light and become ready to learn.

Let the person become ready on their own time frame. Do not be harsh/soft but be reasonable/fair. You may need to seek examples of what "fair is" (relative to the situation)

and communicate these examples to the person; this will help keep all participants in the same perspective and is

EXTREMELY important!

Write about a person that looks like they will never come around, talk about what you have done

to get them to come around?

How are you going to go about cutting them out of your life (gradually, quickly, technique)?

Write about a time when a person/situation eventually did "come around"?

What do you think you need to do to gain the wisdom to know the difference as to when you should persevere or quit?
Take some time on this last one and contemplate it for a while.
PRACTICE!

There must be some kind of way outta here
Said the joker to the thief
There's too much confusion
I can't get no relief...
Bob Dylan

37. Hi Nick, are you overcoming the media cognitive bias?
Cognitive bias - refers to a systematic pattern of deviation from norm or rationality in judgement.

a) The media is affecting you every day. Whether it is the tv, radio, internet or even friends and family talking to you, it all has an impact on you.

We don't really have control over our own brains. Our senses take in whatever they are exposed to.

You must be very careful about what types of communication you are going to allow into your mind.

b) Your mind, garbage in, garbage out!

You are having a set of values imposed upon you. It is your job to be aware of this and understand that it is happening.

You will never be able to turn your senses off completely but you can influence "to a point" what enters your mind by choosing only media and friends etc that are helping you or are good for you.

c) Become aware of your perception of the time line that is going to make you successful. If you can't see the path then

you have some work to do. More investigation, more experimentation with learning what you need to know in order to

understand how you are perceiving your time line of success.

d) Watch out for the media bias that says you can do this that and the other thing in no time at all.

Most successful people spend about 10 years++ studying/working to become successful. They have overcome the cognitive biases that can throw them off track and deter them from self fulfilment during those 10 years of positive endeavour.

Learn how to live (health, wealth, love, happiness) and don't forget -

There are only two types of people:

Those who conquer their fears and those who don't and suffer and die from it.

Don't be afraid to follow your path no matter what others say. You have studied the possibilities, you know what your potential is, now it is time to go for it!

e) Beware the lottery ticket mentality; "oh I'm just going to come up with a great idea and then it will all fall together." Lotteries

are just a hidden tax for the poor. Without doing the work and study it is highly unlikely that you will be struck by lightning

(The odds of winning the lottery are the same as the odds of being struck by lightning!)

A fence that you build fast, falls down fast. A fence that you build slowly and surely, stays up for a long time.

You need to know when to be fast and when to be slow. The long term goals (health, wealth, and love) can take time to accomplish. Happiness you can find right now; example: Just do your sub goals and you will feel a sense of self fulfilment almost immediately. You are actually doing a sub goal right now by reading this book! Yea! Happiness, is, that, simple! Patience helps, learn how to acquire it! Funny - The key to a good marriage or good business partners is to just have low expectations.

"Learn the art of patience.

Apply discipline to your thoughts when they become anxious over the outcome of a goal.

Impatience breeds anxiety, fear, discouragement and failure.

Patience creates confidence, decisiveness, and a rational outlook, which eventually leads to success."

Brian Adams

f) Look at your life; your long term expectations should be high but your short term expectations should be realistic ie "not too high".

Keep your expectations in the correct time frame. Give your short term goals time to grow into those long term dreams.

The temptation to give up is greatest just before you are about to SUCCEED!

Stay the course!

Make sure your expectation for a goal is in the correct time frame.

Time frames for success:

Short term = 3 months.

Medium term = 18 months.

Long term = 10 years.

g) We live in a golden age. It is easier now to become extremely successful than it has ever been in any time throughout history.

Don't be surprised if you reach your long term goals in less years than you think.

If you get successful too fast, it is possible that you may just end up losing it all again. But that is ok; you know how to do it and you will get it all back as long as you don't give up!

Have a realistic time frame when it comes to the acquisition of wisdom (it takes at least 3 big failures++ to even get close to that one).

Limit how much of the "media cognitive bias news" you watch regarding the famous people.

Read their biographies instead so you get the whole story. How long did it really take them to get where they are?

Write about a time (four times) in your life when you had an unrealistic time frame when it came to health, wealth, love and happiness.

Write down what a more realistic time frame would be for each of the above that you wrote about.

Give yourself some time to succeed!

"Constantly exposing yourself to popular culture and the mass media will ultimately shape your reality tunnel in ways that are not necessarily conducive to achieving your Soul Purpose and Life Calling.

Modern society has generally 'lost the plot'.

Slavishly following its false gods and idols makes no sense in a spiritually aware life."
Anthon St. Maarten

38. Hello Nick, what are the best knowledge sources you have found?

a) The secret to life is ignoring 99 out of 100 people, but when you find that one

person who makes sense, do everything they say.

That is a very counter intuitive approach; it is natural for us to be democratic. We tell everybody we know about our problem and take little bits of advice from each person.

b) It is better to just ask the one or two people who have expertise in the subject/problem you are looking at.

Different types of problems will of course require different experts.

c) This goes for books as well. Skim the book first; see if it has any gold in it that hits you almost immediately.

Classic books which have stood the test of time are also good bets. When you find that best book, read it over and over until the ideas become part of your instincts.

d) When it comes to money we are frugal but when it comes to our time we quite often just waste it. You don't have time to listen to everybody's opinion (bad advice) and read the entire (bad) book, that is going to lead you astray and waste your time.

e) Most people like me and you only model/use about 10% of what our mentors teach us. This means your

mentors/experts/advisers/teachers/books

better be at the very top so that the 10% that you absorb from them is large.

f) Control your sources of input. Even if you think you can just ignore the advice/information, from those (friends, family) who give it without asking, you will still be influenced negatively. I'm not saying that you should cut them out of your life all together, but you may want to consciously limit the amount of time you are exposed to their negative influence.

That goes for all sources of input, not just people.

The enemy of "Greatness" is "Goodness". Go for the great sources! Keep this in perspective, perfection is rarely possible.

In health, wealth, love and fulfilment, what are your current sources of input that should be ignored?

In health, wealth, love and fulfilment, who/what should you seek as a great source of information?

Who has stood the test of time!?

When you do something with a lot of honesty,
appetite and commitment,
the input reflects in the output.

A. R. Rahman

39. Hi Nick, have you noticed that if you don't know who the sucker in the room is, then you are the sucker?

a) When you are playing poker with a bunch of people you don't know very well be warned, they might be betting as a team just so they can divvy up all your money at the end of the night.

This means, the group of people you hang around with in general all have their own agenda and if your agenda is not in alignment with theirs they might eventually just take what you have and then boot you out of their gang.

Perhaps those are the type of people you don't want to associate with.

b) The world is a competitive place, you must be aware of this when dealing with others.

This doesn't mean that you should be taking advantage of people and be non-trusting. But do not be naive about the outside forces that are trying to take advantage of you. This is the way it is.

c) If I don't love me, who will?

Take responsibility for your life so you can move forward under your own control. Watch out for the crowd mentality effect. Mass media, corporations, the internet, even family and friends etc are trying

to see your best interest at heart and from their perspective your best interest should be their best interest. Now this isn't always done maliciously but it is often done at the subconscious level.

Keep this in perspective of course, no man is an island and sometimes it will be necessary and beneficial to do what the group does.

d) Be mindful of these types of cognitive biases:

d1. Authority bias - following someone just because they say they have the authority to do whatever actions they do.

d2. Social bias - competing for the same thing that everyone else wants. "Keeping up with the Joneses" as they say.

d3. Reward bias - they are selling something you want. This bias is the most dangerous and will drive your motivations even when you are sleeping. Be very aware of how you think (feel) about the things you want, you may not like it when you get it.

d4. Urgency bias - Get it now, limited time only!

d5. Scarcity bias - Only 4 golden houses left, get yours free NOW!

d6. Pain bias - If you don't take your \$500,000,000 dollar golden house now you will be executed immediately! lol

The lollapalooza effect - when all the cognitive biases are being delivered to you at the same time the item becomes irresistible, I MUST HAVE IT NOW!

e) If you become obsessed with things/love/anything then you have a problem that should be dealt

with immediately before your actions spiral out of control!

All of the above biases added together at the same time and directed at you are very difficult to resist, if not impossible.

Avoid all situations which attempt to manipulate you with those biases simultaneously (auctions for example).

If you are hyper aware of what you're getting into and you know that you are going to be bombarded with those biases then ok, have some fun.

But otherwise be very careful.

f) Don't over estimate the will power you have when it comes to withstanding the influences of the media, advertising, value systems etc the irresistible forces are at work. Remove all desires. I shall desire nothing. I desire to desire nothing. Oh wait, to desire nothing is a desire... This brings us back to controlling our thoughts. Don't forget thoughts feelings actions in that order is the mechanism of reality for your mind. Observe your own influence on yourself and you win all wars. You may lose a battle here and there but that is a learning experience, move on to the next battle immediately once you have finished contemplating the last battle. Don't spend too much time thinking about the loss unless it is necessary. Strengthen your mind (read this book and others like it over and over), Move on!

g) Don't expose yourself to temptation, keep the drugs out of the house and difficult to acquire if possible.

h) Whenever you have a fear, or something taking advantage of you, flip it and use it as weapon to your own advantage. Be creative with this, think about the negative situation and innovate a solution to create a positive outcome for you. This process/type of contemplation is actually very fun to experience. With practice you will get better at turning your negatives into positives and in a flash you will experience enlightenment/relief/happiness/joy/excitement/YEA!

For example:

All fears must be done. Every time you find a fear in your mind, go do the fear, eventually nothing will frighten you. Start with your small fears and work up to the bigger ones. Are you afraid of public speaking...

Imagine the audience is sitting there in their underwear or clown suits, or whatever works for you.

Also, stand on the stage (with all the bright lights on) before the audience gets there and close your eyes,

calm your mind, then imagine the audience is there, then close your eyes again, then calm your mind, then open your eyes again and imagine the audience is there, then imagine you are talking in front of the audience, repeat as many times as necessary until you feel calm.

Use your imagination in this manner to combat all fears/situations which put pressure on you.

Practice this imagination trick with all aspects of your life. Practice it for one hour per day. Imagine what you want and how you are going to get it. What will you say, say it to yourself in front of the mirror if necessary, how will you act, what will you wear, how will you feel, how will the people feel when they see you, imagine everything for every possible outcome, prepare.

Practising in the mind is a faster way to learn and accomplish than practising in real life. That holds true for learning how to shoot a basketball to learning music (in your mind see the scales/chords/root notes, how and where your fingers are moving etc). Try practising your musical instrument with your eyes closed; you will heighten your touch senses dramatically, a very interesting affect on the mind.

i) You can use cognitive biases to influence other people in a positive way.

But don't abuse this technology or else you just end up abusing yourself. What goes around, comes around, and the longer it takes to come around the worse/better it will be.

If you put out positive influences, the stuff that "comes around" tends to happen sooner, so always take that route.

j) Life is very competitive and there are many value systems etc vying for your attention. Good vs evil for example:

It is not black and white, hate is not ok, but it is ok to hate evil...

Watch out for value systems, if they stand the test of time then fine, but remember everything is evolving, look for the evolution in all things. (Ok math never changes, it just gets understood better as time goes on).

If you are not looking for the evolution in all things then, wait for it, you are the sucker.

(I have to get back on topic somehow, sorry about that).

k) Competition is a good thing, reciprocal agenda's help everyone and this is our goal, co-operation!

Write about a time when you were with some people who you thought had your best interests at heart but then it turned out that they didn't and then they took advantage of you.

Write about a time (good time) when you were persuaded and what cognitive biases were used to persuade you.

Write about a time (bad time) when you were persuaded and what cognitive biases were used to persuade you.

Wow, repetition seems to be a cognitive bias as well. If you tell yourself the same lie enough times eventually it will become your truth. What cognitive bias seems to persuade you the most?

Write about whether the world is good or bad or somewhere in between and how does competition between 7 billion people account for your findings.

The agenda of my life is to form competitive reciprocal co-operation between all people.

The response you receive from other people is a mirror of the communications you deliver.

David Potschka

40. Hi Nick, how goes the battle? Have you mastered how to control all 4 of the classic

factors of production to help you acquire the ultimate life?

a) In order to have a successful mind you must have the correct tools at your disposal.

Let's use the business of starting a restaurant as an example.

How do you make a million dollars with a restaurant, start with 3 million dollars; restaurants lose a lot of money at first.

Money in this case would be a tool that you must have to be successful.

For you and your thoughts to be successful

you must be aware of what you are thinking. A simple tool would be to read or consume positive information at all times.

b) Information is a power tool. Get some, get lots, go overboard with this idea!

We have covered many ideas and ways to go about doing this in this book so far, so re-read if necessary. In fact re-reading the great books is a tool that you definitely should be engaged in continuously.

c) Another great tool/skill is knowing what decision to make and when to make it. That will require you knowing what outcome you are seeking, who you are, where you are, what you are capable of given your past experiences, and how your decision will affect other people as well as yourself.

c1. Knowing who you are - Be a detective, it is your job to raise your self-esteem and confidence. We already covered this in several places in this book.

c2. Knowing your capabilities/potential (similar to c1) - If you require more experience to be successful at that decision you are looking at then you know the ideas that you have to do in order to get that experience. We covered that. Here is one, FACE YOUR FEARS!

c3. Knowing where you are - Well that's pretty easy. Keep in mind that with the internet you can be almost anywhere on the planet these days. Are you in a location that can facilitate the outcome you are trying to achieve?

c4. Knowing how your decision will affect other people - Close your eyes and visualize all scenarios that would affect you and others after you have made your decision. Write down all the affects and greater clarity will appear. Then visualize some more with the opposite decision in mind, repeat.

c5. Knowing when to make the decision - After you have done the 4 steps above it will be possible for you to pull the trigger at the correct time. Don't hesitate at this point "screw it, just do it"! There are 7 billion people competing with you, if you hesitate someone else will snap up the opportunity before you do!

c6. Knowing the outcome you are seeking - Well that's pretty easy; the ultimate life. Break down the sub steps/decisions/goals you need to do in order to realize your dreams!

d) AND NOW, more ideas about how to produce the ultimate life. We shall again draw from the business world, some ideas, to focus your mind.

The 4 classic factors of production:

d1. Land - land in the modern world represents connections, networks, other people. It's not what you know, it's who you know and the positional advantage this expedites you.

d2. Labor - This is your skill and the team of the people you have assembled around you. Get a damn good team!

d3. Capital - Cash, to invest in things/items/people/knowledge, not cash alone in a pile. Also think of this one as tools/information you have that you can distribute to others freely to win their favour or to just help them.

d4. Entrepreneurship - An entrepreneur is a person who combines the other factors of production - land, labor, and capital - to earn a profit.

The most successful entrepreneurs are innovators who find new ways to produce goods and services or who develop new goods and services to bring to market.

You must become like the entrepreneur and apply the points above to your own mind/body. What goods and services (thinking skills, thought experiments, actions, decisions, exercise, meditation, visualization, information) can you bring to your own life/thoughts to guide your emotions/actions to get you where you want to be?

e) In order to better understand point "d" above, do these exercises. Apply points d1 - d3 to your health.

Land - Are you close to a gym etc?

Labor - Who will you workout with?

Capital - Do you have jogging shoes etc?

I will leave it to you to fill in these next ones.

Apply points d1 - d3 to your wealth.

Apply points d1 - d3 to your love (social life).

Apply points d1 - d3 to your happiness; peace of mind, are you calm, healthy, content and

relaxed or excited about your life, most of the time?

f) You must have all classic factors operating on all cylinders at the same time. We already covered how to get this happening. Go do it!

Time to stop reading this book and take some action. Ok, maybe the action you need to do is to study this book some more from the beginning. I know I do, and I wrote the damn thing. lol.

You must always be using what you have learned or you will forget it.

Yea, another cliché, "Use it or lose it".

If you need help with capital, I have written two other books which are available at the bottom of this book.

"How to Make Money with the Internet"

AND

"The Solution for the Stock Market"

From one area of your life (health, wealth, social, fulfillment):

What is your "Land advantage" (see point d1 above)?

When it comes to labor (see point d2 above), how skilled are you? Are you skilled enough to stand in front of kings?

Do you have cash or access to capital (see point d3 above) in order to grow your dream?

Of the above 3 things (land, labor, capital), which one is your weakest point and what is your plan to strengthen that weakness?

"knowing that what you are doing is the most important thing for you to be doing at that moment is surprisingly powerful."

Daniel J. Levitin

41. Hi Nick, are you avoiding the nightmare types of people and competing and allying with the correct types of people?

a) There are some people who can do considerable damage to you physically and mentally.

Watch out for these telltale signs:

People who don't accurately see who they are. People with a distorted sense of esteem.

This includes people at both ends of the spectrum.

When people with an extremely low sense of self-esteem attempt to advance their self-worth they can cause a lot of damage

to the people in their way. They tend to jump way past a normal sense of self and become angry or even violent when reality kicks in just after their "jump".

Avoid people who are arrogant; an overly high sense of self worth. An arrogant person is someone who

does a lot of talking but hasn't done the work or doesn't

have the skill to back up what they are talking about or thinks they are already "there" when they are not.

If someone thinks they are more important than they are, that's the type of person you want to definitely avoid!

A person who is arrogant will also tend to become angry or even violent when reality kicks in and puts them in their place.

Between the two types of people described above, it's the arrogant people who are known to be more violent.

Keep this in perspective, some people may have a bit of low self-esteem and some people may be just a little bit

arrogant. And, don't confuse optimism with arrogance. And don't confuse a little bit of self criticism with a person who

is preparing for all possible types of outcomes, that is good.

Balance is the word of the day and of life.

You don't have to cut everyone out of your life but just be aware of the communications you are receiving from

the people around you and note how it affects you. Perhaps limit the amount of time you spend with people who are on the border line.

To sum up. A distorted sense of self-esteem can jump back and forth from low to high (bi-polar?) or remain where it is until

reality kicks in. Look for people who are balanced/loyal/stable and get along well with others.

b) Who are you going to compete with and who are you going to make your allies?

If you pick who you compete with you can do very well.

Pick a niche within your greatest strength/industry where you believe you are a bit stronger than any competitors. That

is where you should be focusing your attention. That is where you are most likely to be successful.

Now for some endeavours we must reverse that. Example: If you are going into the field of science then you would want to make allies with people who are stronger than you.

This point "b" is not a rule, it is just a general understanding, you must look at your comparative advantages.

d) Ask seek and knock. If you don't know what you are good at you must ask, seek and knock.

Ask - and it will be given to you.

Seek - and you will find.

Knock - and the door will be opened.

Eventually what you are looking for will be discovered. The mind is an impenetrable fortress, only through friends and enemies will you discover who you are; and of course following the steps/ideas/tests/Google-searches in this book and other books like it.

e) You must build a mote around your castle/mind/business:

know a lot of people.

Be the best at your discipline that you can be.

Acquire all the tools you need to advance and protect what you have built so far.

Your mote is extremely important, don't neglect this step!

Write about a time (social) in your life when you have allied yourself with unstable people?

What are you going to do about that now?

How can you adjust your career so that you can have a competitive advantage?

What are other (potential) advantages you have which you have not fully developed and how will you go about developing them so you have more opportunities in your future?

What new allies (long term) do you need to make and in which specific areas (health, wealth, love, happiness)?

What steps do you need to make in order to complete the mote around your castle? (Get some crocodiles and an inside dragon)!

You don't have to have anything in common with people you've known since you were five.

With old friends, you've got your whole life in common.

Lyle Lovett

42. Hi Nick, have you found your niche and are you focusing your goals like a laser beam on it?

a) Ok, so you are getting better and now it is time to have some fun with life.

The human condition is such that we all want big things.

Whether it be losing weight and getting in shape or acquiring money and love (friends family etc), we all want the best.

With so many options regarding these things you might think that you can get whatever you want. But you can't.

You only get what is within your grasp relative to where you are standing now.

To get things outside of your self-scope, you must continue to grow yourself/ideas/knowledge. Your best bet

is to know who you are and what you are best at. That is the niche you should be focusing your laser beam of energy on.

b) By acquiring the assets within your current scope/niche you grow your range and then bigger things get closer to you.

In anything you do only about 20% of the people you "engage with" need to follow you. That is enough to increase your potential to the next level.

So you don't have to go after a broad generalized market. You wouldn't be successful at that anyway. Who would you follow, someone trying to sell everything all at once in one big package or someone selling the one thing that YOU are currently most interested in? If I was looking to buy fishing gear I wouldn't go into a sports store that sold all kinds of sporting or recreational stuff, I would go into a "Fish Are Us" store, now located at 4th and Vine street... Once you get your ball rolling and your current super strength (niche) is creating health/wealth/love/fulfilment for you then expand into another niche that you have become experienced at. Continue to develop your next goal while spending the majority of your time on your current goal. This will help to alleviate some of the boredom of just focusing on one thing all the time (your current niche) and keep you interested in life!

c) You might find that your current niche expands into other niches naturally. That is the best of both worlds, you are already making your dreams happen with the success from your current niche and then it just grows bigger by the natural order of life in general. Ideas building upon past concepts/realities in a synergistic/integrated vertical, or horizontal pattern.

Look for these patterns in the morning just after you wake up and just before you get out of bed. And don't forget to think about your plans just before you fall asleep at night.

d) Think globally and act locally. Stay realistic and practical. Start with your small problems and then grow to solving the bigger ones as you get stronger. You don't need to sell everyone all at once, just go for that 20%.

e) Don't be afraid of alienating the other 80%. If you try to please everybody you may end up pleasing nobody. If you go to a party and try to talk to everyone you may find yourself excusing (seeming rude) yourself from one conversation just so you can get to the next one before the party ends. Invest more time with less people and the people you do that with

will show you more respect because you cared enough

to listen to their entire story. Just be yourself but don't "be yourself" to the point that you are insanely weird.

f) Don't be afraid to alienate people. If you are extremely focused on your niche you are naturally not going to be hanging around with people who are not interested in the things you are, this is natural. Don't worry about it!

g) What is your message that is particular to you?

The strengths and weaknesses that create you can be (are) your natural message. Join your strengths and weaknesses into a special weapon/message that is particular to you!

Then deliver that message calmly, rationally, logically, and passionately. Again don't go over board to the point where you come off as insanely weird. People with similar experiences, messages, strengths and weaknesses will be drawn to you. Those are the 20% of the people that you will grow with, help, sell to, and buy from throughout your life.

h) Go for your dreams, don't be afraid to fantasise and visualize practical ideas. You will be successful, just believe in yourself. Life will be an amalgamation of challenges, flip each challenge upside down and use it in conjunction with that

special weapon which is YOU to create that which you want/dream! The challenges are needed to guide you otherwise how would you know what you are supposed to do to get what you want out of life? Simple, right, problems are required; bring me your problems...

I want more problems! NOW!

Every time you solve a problem you become stronger. The more you solve the bigger you get; become a giant. The bigger you get the bigger your problems/challenges get YEA! Life would be a bore without challenges. Overcome the challenge of boredom. Boredom is there to tell you that you need to do something different or something new. GO DO IT! NOW! The clock is ticking, remain calm, breath, empty your mind, balance your thoughts. Say/repeat to yourself:

I a m t h i n k i n g a b o u t n o t h i n g v e r y s l o w l y

Say that as slow as possible over and over if you are freaking out.

Also the word "love" will work unless you are freaking out over love.

Find the word/s you need your mind to hear. Experiment with different words, do it slowly, no rush to find the words, you have all the time in the world right now.

What super strength do you have that you will focus on until you see your hyper niche?

What type of people have you been trying to please who you are not going to try to please anymore?

What is your message (special weapon) after you combine all your strengths and weaknesses/trauma?

My attitude is that if you push me towards something that you think is a weakness, then I will turn that perceived weakness into a strength.

Michael Jordan

43. Hi Nick, have you acquired the fine balance of proper perspective?

a) There are two schools of thought or default outlooks that people have on life. We have the negative pessimistic view and the positive optimistic view. Some people are overly optimistic and some people are overly pessimistic.

The goal is to strike an even balance between the two for maximum leverage on your potential.

b) Practical pessimism - preparing for the worst in advance, this you must do.

This is a tool. You move towards optimistic goals with pessimism. So some pessimism is ok. Don't be so pessimistic that you become depressed.

c) Practical optimism - preparing for the best in advance, this you must also do.

You can't enjoy your success if you don't prepare for it. How are you going to spend all that money?

Are you going to abandon people as you rise to the top of success mountain. I hope not or when you get there you might just jump off as we said before in this book.

d) You must believe in yourself (optimism) but you must also remain grounded in reality (pessimism).
Don't be so overly optimistic that you become delusional. If you can't see the steps on the way to your goals then perhaps you should turn down the optimism a bit and focus on reality.

e) Friends and family will often be overly generous when telling you about how good you are at something (optimistic).
To keep that in perspective you need to get feedback from strangers and enemies (pessimistic). Then you have two sources that can help you walk the balance of what you are really capable of.

f) Don't confuse fear with extreme pessimism.
Fear does play a role in life, it can be a motivational factor. It is another tool, use it.

g) Just because you talk about bad things that might happen doesn't mean they will happen. That is just another dumb rule that some people like to follow. It serves no purpose.
How can you prepare for all contingencies (bad and good) if you don't think about them?

h) Make your own luck, expect the unexpected, be as prepared as possible for all things (pessimistic and optimistic) at all times!

On which side of the coin (imbalance) do you spend most of your time on, too optimistic or too pessimistic?
What is the root of that imbalance? Was it a book, people you grew up with, the media, news etc.
What are you going to do differently to become more balanced with regards to this idea of practical pessimism and practical optimism?
What is your optimistic end goal that you are going for and what are some practical (realistically possible) pessimistic things that you are going to "head off" before they hit you?

"I'm a pessimist because of intelligence, but an optimist because of will."

Antonio Gramsci

44. Hi Nick, there are three types of people. Those who wonder what happened, those who watch things happen and those who make things happen. Which type of person are you?

a) Hopefully you are not the type that just sits around all day going 'a duuuuuu' I wonder what happened. (oops it's too late, my life is over)
You want to move into the other two categories and hopefully spend the majority of your time in the "making things happen camp".

b) Money can't buy a life, but it is one of the 4 pillars of life (health, wealth, love, happiness). Let's use money to motivate us for this section "44". Are you going to wonder why your house only has 3 pillars and is falling down? Or are you going to watch/see/observe what is happening and then make things happen ie repairs too that one out of four pillars called wealth?

Life forces us to be in the category "make things happen". If you fight against this you only hurt yourself.

c) Let's raise our awareness level again. It is ok to spend some time "wondering" if you are trying to empty your mind so a solution to a problem

you have been focusing on for some time

can come to you naturally. That is not the "wondering what happened" state I'm getting at. The detrimental "wonder state" I'm talking about is

when you aren't even preparing your mind first with a problem, you are, for example, just sleeping in all day and not paying close enough attention to reality. Specifically YOUR reality.

d) Do spend lots of time thinking about things when necessary, you will find many solutions. That is the "looking at things" state.

Once you have decided which solution you will attempt then you have moved into the "making things happen" state. If the solution you attempt fails then you try one of the other solutions you were looking at. Once you acquire success you then repeat the process of

"watching state" then "doing state". If you have no problems then you can wonder for a while and then you will have a problem. The problem of boredom or stagnation. The wonder state will/should trigger your next problem in your life naturally anyway. Day dreaming is good, you are actually working on a problem in a fantastic fantasizing way. You are looking at all solutions no matter how ridiculous they may seem. That is good for opening up your mind up to a practical solution for any problem. Don't wonder for too long. See the solution that seems most practical and experiment. Thus the process of life continues and all problems are eventually solved.

Once all problems are solved the omnipotent structure creates a new universe (not that this is the only way to create a universe)

and the entire process of life starts again, but that is beyond the scope of this book.

e) Become somebody who knows stuff. Get stuff in the top of your head. Stop wondering about it and go learn it.

Become completely organised so you know where the information is if there is a ton of stuff to know.

Let your curiosity guide you to interesting problems that need to be solved. You will rise above the crowd. Take in information (watch), then say "that would be a good thing to do", then make it happen!

People who change the world don't sit around all day asking (wondering) questions and never looking for any solutions.

People who change the world (or their life) ask the questions and then look for solutions, then they do the solutions until successful without quitting ever!

f) Become aware of all the technology around you. Become aware of the power of math. Remember if you now say, "oh well, I'm not

good at understanding math/technology etc" then that is just a RULE that you made up to limit yourself (hide from fear/frustration/success).

If you think you are no good at these things, that just means you had a bad experience with these things somewhere in your

past, like high school. Learn (even master) things you think you are no good at, at your own pace.

Challenge yourself to learn how to enjoy something

super beneficial that currently causes a feeling of frustration/fear in you. Learn how to recognize your frustration and use some of the techniques outlined in this book to turn that weakness into a weapon that serves you! That is what successful people do on a regular basis. They look for things they are no good at and they get good at it. There is always a way. I challenge you to do this now! You owe it to yourself to do these things and you will feel incredible after you have done so! Break your RULES!!! or else, they will break you...

What are you going to do to make yourself more curious?
How are you going to gain more understanding about health, wealth, love and happiness?
Write about a subject that you have always been wondering about (that you know practically nothing about),
but have never done anything about it? What are you going to do about that? How are you going to change?
What is something that you are good at and how can you become even better at it. Double down on your strengths!
Which pillar (health, wealth, love, happiness) of life are you the weakest at? Focus on that problem first.
Which weapons will you use?
How will you attack that problem to become the master!

"My greatest strength is an unfocused mind.
This is because while you are all thinking of one idea,
I'm thinking of five different ideas.
My greatest weakness however is an unfocused mind.
This is because while I'm supposed to be thinking about one thing,
I'm actually thinking of five other things."
Ben Mitchell

45. Hi Nick, Are the things to do on your priority list ("TO DO") ordered from most important to least important?
a) Be sure you do the things on the top of your list first and reorganise your list every few days. You may find that the things near the bottom of the list never get done. That is ok, it shows that you are doing all the important things.
Kind of obvious.
c) Keep things related to health, wealth, love and self fulfilment at the top of your list. Of those four the most important is health. You can't do any of the other three if you are dead. Love and self fulfilment actually only exist in the mind. Think about that for a while. Your relationships and how people feel about you is directly related to how you feel about them. And as we discovered, feelings are generated by thoughts and thoughts happen in the mind.
Happiness (a feeling) also happens in the mind and is also directly related to your thoughts. The easiest way to feel happy is to get perspective on your life (thoughts). How do your thoughts differ from someone who has less than you?
How do your thoughts calculate your self-worth relative to your perspective of the self-worth of others?

How does your culture/media/people affect your thoughts?

What are your expectations for yourself? Are they too high/low? Remember - The secret to a good marriage or having good business partners is to have low expectations lol. As the Rolling Stones say "ain't got no expectations".

This doesn't mean you have to be pessimistic. It just means you have the choice to think any way you want to, so choose to think thoughts that support your love and self fulfilment quotas. Create a perspective that gives you power. That creation is another weapon in your tool belt. Use it every second of every day.

Don't forget this; if necessary say to yourself every minute of every day "what is my current perspective?" That is one way to use that weapon.

Another way would be to sit in a dark room and close your eyes and think about your perspective

as it relates to every aspect/decision of your life; recent past, long term past, near future, (what will your perspective be?)

and long term future (what will your perspective be?).

The third way to control your perspective would be to visualise the current perspective you are thinking while you are doing some action.

Example: So you are talking to someone (a physical action) and at the same

time you are being aware of your perspective as it relates to the topics of the conversation while the topics change from one idea to the next.

What is my perspective now?

What is my perspective now?

What is my perspective now?

Then stop. Don't want to create a crazy perspective.

d) Do not be driven by other people's agenda unless it involves the laws of physics. Your priority list is your agenda.

Don't be driven by imaginary rules created by yourself or others. Any time you find yourself saying something like "I'm not very good at that so I'm not going to do it", well that is just an imaginary rule you made up.

Put that thing you are "not very good at" on your priority list of things TO DO and go do it!

Don't close your mind to ideas that have worked for others in the past.

Reading books for example to acquire knowledge, power and

to learn how to avoid the mistakes of others. Keep these ideas in mind as

you create your priority list. Then do the things on your list!

Write about a recent thing that you did that wasn't as important as something else that you should have been doing first?

What were the consequences?

What is the one simple goal you have for each of the 4 pillars (health, wealth, love, happiness) of your life?

Those 4 things should be at the top of your priority list. Which one is the most important at this time?

The one you are the weakest on.

How do you need to alter your day so you are doing the more challenging things first when you have the most energy early in the day?

You can get anything you want in life but you can't get everything so prioritize!!!

I tend to prioritize emotional realism above the known laws of time and space,
and when you do that,
it's inevitable that strange things happen.
Which can be quite enjoyable, I think.
Helen Oyeyemi

Wow, I had to read that one a few times before I saw it, I think.
I think therefore I am.
Everything happens in the mind first.

46. Hi Nick, how much acceptance should you allow when dealing with others?

a) How you interact with other people will make or break your life. Your interactions with other people will give you life's best high. Your social/love component is the hardest to balance; when it goes bad it can throw you off into a deep depression.

b) Watch out for people who are more than 20% weird (overly antisocial/insecure), they can turn out to be scoundrels. They may just up and disappear one day with all your stuff.

c) Thinking out of the box (or non-conformist) is ok and should not be confused with being weird/insecure.

d) Appearance matters. Our minds are designed to judge, and one thing we judge is the image we view of other people. If someone is super "out there" then perhaps avoid that person.

We must interact with many people so stick with the ones who are a good bet and seem to be on track. They care about others and enjoy interacting with others.

e) Don't follow people who are unthinking and are unwilling to hear the facts about something they strongly believe in. They also tend to be extremely stubborn and believe in things only because that's what their parents believed in.

They are unwilling to adapt at any cost! They do not question their own belief structure even in the face of over whelming contrarian evidence. Beware a person with an unfounded overly strong opinion. What is the reason the person believes what they believe? That matters a great deal. If their reasons are unfounded or illogical then avoid that person like the plague.

f) Sometimes weird is better (highly creative, visionary) but most of the time weird is just stupid.

The person doesn't want to look bad so they won't change at any cost. If the person is searching for new insights, attempting to create something innovative or original

and questioning their own beliefs then they can be as weird as possible, this is ok!

g) Find the middle ground when dealing with others. How much weirdness and how much insecurity are you willing to deal with?

Too much and you get burned, not enough and the conversation is boring. Check your own weirdness/insecurity factor. Are you testing your belief structure now and then. Are you open to exploring new ideas about yourself you think might be wrong? Are you ok with being proven wrong when the facts present themselves as such?

Who is critical to your operations? What is their weird factor?
(Side Note: In business - Regarding the creation of new products etc. Tread on mental real estate that already exists.)
What is your weird factor? Just take society in general as your gauge. You can be a mad scientist but are YOU weird? You can be a nudist or you can be a Buddhist, but you can't be a nudist Buddhist.
How are you dealing with the insecure people in your life? Who are they and should you limit your time with them or phase them out all together? (they could be rich or poor or...)

Creativity is more than just being different.
Anybody can plan weird; that's easy.
What's hard is to be as simple as Bach.
Making the simple, awesomely simple, that's creativity.
Charles Mingus

47. Good day Nick, have you been focusing on the most important things first?

Subconscious - Thoughts or memories which are difficult to access on the conscious level without concentrated effort. With practice we can access them to our great benefit.

a) To change the world, you must change the heart of people, to change the heart, you must change the mind, to change the mind, you must engage curiosity. That is the beginning.

The reason we have tough times in our life is not just because of the outside world, but because of how we think about things; including how we think about the outside world.

b) The way our brain is wired, there are thoughts that make us make mistakes.

The most important thing to focus on is control of the mind. See your cognitive biases for what they are, nothing but thoughts. Google cognitive biases - you will need to study them in depth!

Basically they are subconscious thoughts which you are not paying much attention too. And, they can control you in a negative fashion if you are not monitoring them at all times. The media is one example of a cognitive bias; how does it influence you?

Your culture (life style) and your upbringing are a few more. How do those affect your thoughts, feelings and actions now?

There are about 25 important cognitive biases and you should know them all or search your mind and you will find them.

That is a great mental exercise. Search your subconscious thoughts for 10++ minutes every day.

See your thoughts and thus your emotions from the inside out.
Discover why you are thinking the way you are thinking by becoming aware of your subconscious reality. And then you will be able to use it as another weapon to build your empire!

c) What did you think about today, eating cake or finding ways to double your income or improve your love life or did you think about ways to control your thoughts?

Do the most important thing first in your day.

If your mind has been astray, reel it in and spend 20 minutes every morning (and evening) doing subconscious analysis.

I found this helpful to do whenever I'm depressed or angry. Why am I feeling that way? What is causing those feelings; which thoughts am I not monitoring or not aware of? (They are happening at the subconscious level.)

d) Listen to audio books when on route or going to work, pre cook your meals, create time for your life.

Think of more things you can do to maximize your life, time and desires. Listen to audio books about history, biographies, self help and motivation, what ever you need, it is available. This is the modern world.

No excuses!

e) Be wise about the important things in life, not what your favourite actor is doing. Do the most important things first, and YOU are the most important thing!

Ego maniac don't forget, the people around you depend on you and you depend on them.

We are in this game together, never forget that!

f) Don't worry so much about "doing the right thing" in general as this can only be defined within the idea of "opportunity cost".

Yes "do the right thing" but what is the most important "right thing" at this time for you and your company, that is what you should be doing. Perception is reality!

Some of these questions you may have already answered in this book but as your mind evolves it is good to expand your past answers and cement the ideas in.

Write about a thing that you have put a grossly amount of time and energy/thoughts into which was not all that important.

Write about an important area of your life that you under invested in.

How much time per day are you going to commit to prioritizing ONE super important thing in your life? (keep it small at first 10 minutes)

Don't spend hours prioritizing (you will get nothing done).

Write down two or three important things that you should think about.

Write down a few things that you should do today. And write down two or three things that you should not do today.

And make a quick little list of important things to do for the next few days! Re-prioritize your list every few days.

Our subconscious minds have no sense of humor, play no jokes and cannot tell the difference between reality and an imagined thought or image.

What we continually think about eventually will manifest in our lives.
Robert Collier

48. Hi Nick, So are you making small steps to progress into the big time?

a) The paradox of perfectionism is that nothing can be perfect. Example: Are you perfectly normal?

If you are perfectly normal then you are not normal. It is normal to be imperfect.

The big time is not perfect either. What is the big time anyway?

Happiness is the big time; and

happiness is 90% state of mind.

b) There are basically two types of extremes that people will sometimes find themselves in,

the perfectionistic state and the non-perfectionistic state.

The perfectionist type focuses on making everything perfect and never completing anything and the non-perfectionist

type focuses on doing many things all at once and never completing anything. Watch out for being at one of those extremes

and watch out for going from one extreme to the other.

If you are the non-perfectionist type and are trying to do tons of things and never finishing anything,

or not doing it as good as you can,

then you might need to slow things down a bit and make what ever you are doing better before you jump to the next

thing.

If you are the perfectionistic type then you might want to try doing more than one thing at a time and not trying to make

one thing perfect before you start another project. If you spend all your time planning and never doing then nothing

gets done no matter how perfect your system on paper is.

The best bet is to not be at one extreme or the other!

Balance is the key to all things, always keep that in mind.

c) Another way to look at this is, are you a momentum builder seeking continual action or are you a planner looking for

the perfect path?

There is no right or wrong here, try to gain momentum and then do your best to accomplish the completion of the job

to the best of your ability.

d) Some tools to help you cross over to the other side: Do you know yourself?

d1. For perfectionists - change slowly, just change something 5% at a time. When you are comfortable with the change then

do another 5% and so on. Good enough is perfect, time to stop planning and do it?

d2. For non-perfectionists - Don't do anything sloppy for a while, get into the habit of saying to yourself

"How can I make this better?" or "How can I make this more efficient?"

Anything worth doing takes effort, so more planning and then, do it!

d3. Know yourself, avoid jumping back and forth from one extreme to the other (perfect too non-perfect). Inconsistent behaviour

does not generate trust or confidence from others!

Write about a time in your life when you were paralysed with in-action because you were trying to gain more than 70% of all possible information related to the goal before you ever took any action.

Write about a time where you were sloppy, you didn't even acquire 40% of the information that would help you acquire the goal.

What are you going to do in general/specifically to balance out the extremes of perfection and non-perfection?

It's better to be perfectly useful than uselessly perfect.

Dr. Idel Dreimer

Second to Last. Hi Nick, Yea! You are on the correct path; so are you learning how to scale it up?

a) How do you make what you are doing in life bigger, faster, or better? You must start as small as possible so you can manage any problems which will happen.

If you start small the problems will be small.

Then you make your project (YOU) a bit bigger, but not huge, go small again, the smallest level up possible.

Regarding business, starting small allows you to keep your day job at the same time. Yea!

b) Now you must automate whatever it is you are doing (health, wealth, love, happiness).

You will be looking at what you have learned from the small operation and be contemplating how

to automate your health/business/love/happiness into the big time.

You will analyse each component of the system and work out all the problems in each component so

the system you are building runs smoothly and efficiently.

c) For example: Health, start with working out 10 minutes a day. Find a program that is

easy, then scale it up. Diet, get advice from experts/books/internet.

Diet is easy here it is:

No carbs or sugars or vegetable oil. Beware of wheat and sugar products, they are all known to be toxic to some degree,

so skip them altogether and you will balance

out at your perfect weight. Cook with "lard, olive oil, or coconut oil only. Almost all

restaurants cook with lard, it is healthy and tastes better than vegetable oil. No vegetable shortening either!

d) How are you going to scale up you social life, build your business network, improve your love life, get more friends?

How can you scale these up starting with something that you like doing anyway?

That is the route you will take to be successful at this idea of scaling it up!

Write about an example where you ignored this rule of scaling it up slowly? ie You started small and stayed so small

that you became discouraged, or you started huge and failed in some respects.

What is something simple that you can start on today? Something really tiny that you can eventually scale up into something fantastic!

"In the end, what matters most in life is the depth of your relationships with friends and family; and the sheer number of people you've helped along the way. These represent true measures of wealth. Financial wealth, then, is seen as a resource for fostering your relationships."

Verne Harnish, *Scaling Up: How a Few Companies Make It...and Why the Rest Don't*

Last. Hi Nick, do you know how to release yourself from the bondage of the rat race?

a) Which days of the month bug you the most? Is it the first of the month, the fifteenth of the month, is it a Friday or a Monday?

Be aware that these days (and perhaps others particular to you) can trigger bad habits in you.

The first and the fifteenth we pay our bills, on Fridays we are supposed to have a life and be out on a date, on Monday's we have to go back to work. Don't let those types of days throw you off your chosen path of success and happiness.

Make healthy, positive plans to deal with the feelings/thoughts you have regarding those difficult days. What's your action plan when life throws a monkey wrench at you. Don't turn into a rat and follow all the other rats scurrying away back into some hole. You know by now after reading this far in this book what you must do!

b) Let's look at the example of the days when you must pay your monthly bills. You must

change how you understand money, and its relationship to the tyranny of life and your thoughts/feelings.

What is the opposite of monthly bills? Monthly income and cutting costs if possible.

Every extraordinary person wants to rise above the crowd and if you are still reading this book then you are

an extraordinary person. So obviously the plan for dealing with those

"oh my god the rent is due in two days" days

is to increase your income (or get an income for some people). There is nothing wrong with being broke but life

is much better if you don't have to worry about where your next meal is coming from. So we make plans. Plans to think thoughts

which create positive feelings which leads to positive actions which leads to health, wealth, friends, family and you know

it, happiness!

Isn't this easy. WE are raising our awareness to the maximum potential of extreme possibilities. You can't fail if you stick with

that idea. So we stick to it and what else, oh I remember, NEVER GIVE UP! Finish the race (hopefully not the rat race lol) even if you are coming in last.

The people who come in last are the bravest. They don't care if other people think negative thoughts about them coming in last. The people who come in last will be remembered for their courage to see it to the end no matter what the cost.

c) Now, back to the money example since your mental state is now pretty much fixed. (If your mental state is NOT "pretty much fixed" then continue rereading this book from the beginning, every day.)

Watch out for you mental mind maps (things/people you follow).

If you grew up with people who didn't work the rat race their whole life then there is a good chance that you won't either.

If you grew up with people who did work the rat race their whole life then you will tend to follow them unless you put some concentrated effort into rewiring your brain to make the change into the good life.

Just believe in yourself. For example, you could go join with Amazon like tens of thousands of other individuals on the internet and learn how to make a ton of money.

We live in the golden age, you can

start an internet business with about \$500 even if you know nothing about programming at all. You can hire someone

to build your web site for \$300 if you are lazy and don't want to spend 30 days learning wordPress. You can use the

other \$200 you have left to pay for hosting fees for your web page, then you can advertise for free. Learn the ways to do

these things if you are broke or hate your career. Find out what you are interested in and get involved with the forums

on the net and share links to drive traffic to your site. Think of other ways to make money if you are afraid of technology.

WHAT; AFRAID! You are not allowed to be afraid if YOU are reading these words!

What did we say earlier is your most powerful weapon?

WHAT EVER YOU ARE AFRAID OF YOU MUST DO!!!

That is a rule you can take too THE BANK!!!

Do people who are afraid or don't face their fears succeed? NO NO NO!!!

Do I need to keep yelling? lol

d) Same with your health, what are you supposed to eat? How are you supposed to exercise?

e) What about your friends, family, lover, where are they? Do you have any, do you need any? I would say that of the

three, friends, family, and lover, you must have at least one friend in your life. That is the bare minimum if you have no one else.

A man who is isolated goes crazy. So don't go there. So make those plans, you know how to do it, and experiment all the time

until you are successful at getting whatever you want out of life.

f) This is the Golden Age, we are so lucky! Invest in yourself!

In what ways are your thoughts regarding paying your bills (the first and the fifteenth) affecting you actions?

What mentality/mode have you adopted with regards to making money (rat racer, corporate junky, dreaming entrepreneur/ier)?

How can you combine the three modes above to enhance your money and happiness?

What is something you can do immediately to become an investor/entrepreneur?

When are you going to invest in yourself through creativity?

If you say you are not a creative person then that is just a rule you made up and

you must kill it with one of your special weapons!!!

Where's my fire breathing Dragon? Here boy, here boy, tweet tweet.

"The trouble with being in the rat race is that even if you win, you're still a rat.

Lily Tomlin

"I can do anything I want, I'm eccentric!"

John Cleese

"The only walls that exist are those you have placed in your mind.

And whatever obstacles you conceive,
exist only because you have forgotten
what you have already achieved."

Suzy Kassem, Rise Up and Salute the Sun

Some things we learned in this book:

awareness - 4, 8, 44, Last

adaptation - 5

are you worth a damn - 4, 8

arrogance - 6, 41

balance - all over the place - 12

brain - Control all over the place

break the rules (but not the law) - 12

castle - 41

cat nap - 16

coach-able - 6

cognitive biases - 38, 39, 47,

Confidence - 1, 26, 37, 40, 48

daily - 4, 9, 11, 16, 20, 21, 29

depression - 13, 16, 27, 28, 46

destiny - 5, 9, 15, 26, 31, 32

diet - second to last

dog - 9, 14, 27

do it now - 25, 32

dragon - 41, Last

energy - 20, 29, 30, 32, 33, 41, 45, 47
epicurean - 13
epistemology - 34
eudaimonia - 11
evolution - 5, 33, 39
expectations - 27, 37, 45
experiment - Everywhere
experimentation - 37
extrovert - 23

failure - 5, 12, 17, 18, 23, 29, 37
fear - a tool
feel the fear and do it anyway! - 2, 6
finding your unique talent - 20

give - accept, forgive, respect
gratitude - 27

hobby - 3, 8, 18
humility - 6

I want more problems! - 42
imagination - 23, 28, 39
impatience - 36, 37
influence - 9, 15, 19, 20, 37, 39, 47
instincts - 6, 12, 13, 14, 19, 38
integration - 11
introvert - 23
inverse - 23
invert - 4
invest - 22, 27, 31, 32, 39, 42, 47, Last
investigation - 25, 34, 35, 36

jack of all trades - 19, 34

knowledge - 7, 8, 19, 25, 36, 38, 40, 41, 45

life - Is about helping others
logic - 9, 13, 14, 18, 21, 24, 42

managing - 34
mastering - 19, 24
math, add all these numbers up and you win the! prize!
- 3, 8, 9, 13, 14, 18, 24, 27, 33, 35, 39, 43
meditation - 32, 39
mentors - 5, 6, 7, 29, 31, 38
mind - yours is everywhere
money - acquire
motivations - 9, 24, 39

optimistic - 17, 43

patience - 36, 37
perception is reality - 47

perfectionism - 48
perseverance - 4
pessimistic - 43, 45
physics - 9, 22, 26, 28, 31, 33, 45
planning - 31, 48
practise/practice - 10, 18, 24, 26, 28, 36, 39, 46
prepare - action
prioritizing - 47

receiving - 4, 41
reliable - 8
respect - 4, 20, 27, 34, 35, 42, Second to Last
responsible - for everything that happens to you

scaling up - Second to Last
scientific method - 24, 25
self-esteem - 1, 39, 40, 41
seven sales closes - 23
socializing - 25, 32
standing on the wall - the view is great
stoic - 13
subconscious - 9, 27, 39, 47
success - a mind state of happiness
success mountain - 22, 43
synergy - 11
synergistic - 41

tap dancing - 14, 16, 21
toughen up - 7, 13
the big time is happiness, it happens in the mind - 48
the daily grind - 9, 11
thought experiment - 17, 39
thoughts, feelings, actions - 22
3 scenarios, what are they - 29, 39
time - unknown amount of...
to do list - ...
tools - 17, 23, 26, 35, 40, 41, 48
trigger - what are yours (good and bad)

vacation - 16
wall - 26, 35 Last
visual - 40, 42, 45
visualization - 40

who you are - 6, 16, 24, 34, 40, 41, 42
who you grew up with - 43, Last
wondering, watching, doing - 13, 23, 43
write a journal - to increase your amount of
winning trades in the stock market

your potential - 7, 22, 27, 30, 34, 37, 40, 41, 42, 43, Last

awareness,
feel the fear and do it anyway!

BALANCE ALL!!!

This book would not have been possible without help from www.TaiLopez.com

Hi Nick, when are you going to help other drug addicts quit drugs?

Hi Nick, when are you going to help other poor people become rich?

Hi Nick, when are you going to help other violent people become peaceful?

Love will work on Planet Earth!

Thesis, antitheses and the synthesis of those produces balance and success.

David Potschka

Forgiveness is easier, safer, enlightening and more profitable than revenge.

David Potschka

"They are angry with me, because I know what I am." Said the little eagle.

"How do you know that they are angry with you?"

"Because, they despise me for wanting to soar, they only want me to peck at the dirt, looking for ants, with them. But I can't do that. I don't have chicken feet, I have eagle wings."

"And what is so wrong with having eagle wings and no chicken feet?" Asked the old owl. "I'm not sure, that's what I'm trying to find out."

"They hate you because you know that you are an eagle and they want you to think you are a chicken so that you will peck at the ground looking for ants and worms, so that you will never know that you are an eagle and always think yourself a chicken. Let them hate you, they will always be chickens, and you will always be an eagle. You must fly. You must soar." Said the old owl.

C. JoyBell C.

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