

There are two types of people in this world.

Hustlers

and everyone else.

When I say hustler, I'm **not** talking about someone who does shady business or sells illegal products.

Hustler [hus-ler]

Noun
1) an enterprising person determined to succeed; {Go-Getter.}

A hustler is someone whose ambition and aspirations line up together.

A hustler is someone who knows what they want and is willing to make short-term sacrifices to get it.

Hustlers don't make excuses when they don't achieve a goal – they accept it as a **challenge** and an **opportunity** to improve.

True hustlers are a rare breed this day and age.

Many claim the status without the track record to back it up.

Yes, hustlers are cool, but they're not to be confused with a work-mule. A work-mule is always busy doing things - things most anyone else could do. A hustler is smart enough to know where they should best spend their time to achieve results and optimize their life accordingly.

A hustler is willing to hire someone when he needs help.

A hustler is willing to **say no** to a project when it's not aligned with her vision.

Hustlers value **smart work** over **hard work**.

With that in mind, here are

5 mindsets

that differentiate hustlers from the rest of the world:

5 differentiating mindsets between hustlers and others.

- 1. The Willingness to Die for Their Cause
- 2. An Intolerance of the Status Quo
- 3. An Undeniable Love for Their Craft
- 4. Rejection Is Fuel for An Internal Fire
- 5. Willing to Stumble So You Can Rise Back Up

The Willingness to Die for Their Cause

"If you don't stand for something, you'll fall for anything."

This quote is spot on with a hustler's mentality.

The Willingness to Die for Their Cause

Hustlers believe in an idea or vision that is bigger than the person they see when they look in the mirror.

Hustlers have a dream and are known to go out, make that dream a reality, and leave their mark on the world.

2) An Intolerance of the Status Quo

"The status quo sucks." -George Carlin

It's blunt yet full of truth. **Hustlers** hate the status quo.

2 An Intolerance of the Status Quo

Hustlers have a true intolerance for the idea of accepting things as they are.

To be told they cannot make a difference is the equivalent of slapping them in the face. Hustlers refuse to accept the status quo and strive to **constantly challenge it**.

An Undeniable Love for Their Craft

"Choose a job you love, and you will never have to work a day in your life."

-Confucius

Call me crazy, but I wake up thinking about my craft, my projects, recent reads and my hustle. I love it.

An Undeniable Love for Their Craft

Hustlers are configured this way. My craft, my industry and everyone in it have a piece of my heart. It's just the way hustlers are.

Jay-Z has stated may times how he loves his team. Richard Branson lights up when given the chance to talk about the future he's trying to create. Hustlers love their craft and are committed to improving themselves and the world.



Rejection Is Fuel for An Internal Fire

"Rejection is nothing more than a necessary step in the pursuit of success."

-Bo Bennett

Hustlers accept rejection. In fact, they take it, remember it and use it to their advantage.

Rejection Is Fuel for An Internal Fire

Hustlers accept rejection. In fact, they take it, remember it and use it to their advantage. Since Jr. High, I've had people in my life tell me my ideas were crazy, I'm too young and that my industry is too saturated. Even today, that fires me up. Hustlers find their fuel in the non-believers, critics and haters.

Even Madonna was told she wasn't ready for the industry and it was the rejection letter she received that fired her up to succeed. Call it ego, call it spite, either way, rejection is a motivator that drives hustlers to work harder and succeed.

Willing to Stumble So You Can Rise Back Up

"To succeed, you must be willing to fail."

—Unknown

It's a crazy mindset, but one that all hustlers have in common.

Willing to Stumble So You Can Rise Back Up

Hustlers understand that to be successful, they must be willing to risk everything to achieve their dreams.

Hustlers know that even if they fail, when they rise up, they can achieve the life they see for themselves and the world.

In a recent interview, Elon Musk was quoted saying,

"My proceeds from PayPal were \$180m. I put \$100m in SpaceX, \$70m in Tesla & \$10m in Solar City. I had to borrow money for rent." It's this willingness to put it all on the line for your passion that differentiates hustlers from the rest.



Are you a go-getter that achieves their goals?

Or the person who is working to advance someone else's?

It's **never to late** to start something great.

Interested in learning more?

Look out for my book, The Hustle Manifesto

The Hustle Manifesto is a guide to making extra money by running a side business. It's not about starting the next Facebook or Google – It's about starting a business that can bring in \$2000 a month from doing a bit of extra work when you get home from the 9 to 5.

THE HUSTLE MANIFESTO

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