

The Simple
"Step-by-Step"
Spiritual Blueprint for
Achieving Your...
Life and Business Goals

Turn Your Knowledge Into Online Income



Table of Contents

Forward

Opening by Author.....	4
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About the Author

Model the BEST and develop YOU Inc.....	6
Beat Your Best and Forget the Rest.....	10

Personal Development

The Power to Shape Your Destiny.....	12
Achievement in Action.....	14
The Ultimate Goals Program.....	15
The New Dynamics of Goal Setting.....	17
30 Days to a More Powerful Brain	19
The 5 Essential People Skills.....	21

Business Strategy

Leadership Mastery.....	23
93 Extraordinary Referral Systems.....	25
62 Free Ways to Grow Your Business Profits.....	27
The E-Myth Seminar.....	29
The E-Myth Manager Seminar.....	31
Guide to Business Negotiating.....	33

Wealth Building

Wealth Without a Job.....	35
Seven Years to Seven Figures.....	37
Mentored by a Millionaire.....	39
The Automatic Millionaire.....	41
Multiple Streams of Income.....	43

Mind, Body & Spirit

Training the Mind, Healing the Body.....	45
The Einstein Factor.....	47
Quantum Memory Power.....	49
The Five Forces of Wellness.....	51
A Course In Miracles.....	53
Living a Course in Miracles.....	55
The Secrets to Manifest Your Destiny.....	57
Your Inner Wisdom.....	59
The True Secret About Life.....	61

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Online Education & Success

Internet Business Where Online Education Equals Online Success..... 63
Your Online Productivity System..... 66

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FORWARD

Opening by The Author

The Internet has transformed the way people get their education. Where taking online courses was once the exception rather than the rule, it has now become one of the most popular and quickest ways to educate oneself, and even start your own business. Traditional online education isn't the only way as just gathering information about a particular subject that interests you is a form of educating yourself. There are also courses which are more formal than simply gathering information, but less formal than a traditional class, where accredited grades are given. One online resource, by the name of Success University, allows both education through personal development courses and starting your own business to be accomplished at the same time. Courses offered teach students about life, relationships, and finances. That's enough to appeal to almost everyone in some way. Getting your "webucation" (education obtained on the world wide web) in specific areas that you want to know about is a reality that many are taking advantage of these days.

The likes of [Experts Online TV](#) and Bob Proctor's [6 Minutes to Success](#) program invites visitors to not only become students of the training materials, but also to start their own business from home by offering the personal development education services to other potential students via affiliate marketing.

Business-minded people may particularly be interested in getting the motivational training that is needed to succeed in life and the business world. The added bonus is that they can network with others about it and get paid for doing so.

The field of "webucation" is growing like wildfire and there seems to be an education demand for this online niche, thanks to the proliferation and world wide reach of the Internet. In a Forbes magazine article, Peter Drucker is quoted as saying "Triggered by the Internet, continuing adult education may well become our greatest growth industry". (see entire article [here](#)) Because of this fast growing education niche, savvy people might want to take advantage of the online business opportunity in a growth industry. By promoting this form of education they have a chance to make a good profit while showing others how to do the same.

Why continue learning online? Well it is easier now than ever. Most busy people who want to continue their education don't have the time to sit in a classroom, so this is a great timesaver as well. They can review material whenever they want, as many times as they want, and it is cheaper than traditional education courses, which everyone knows goes up every year... *I Love It!!*

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So why start an business online? A lot of people don't even know that they can, others just don't know where or how to start, and there's more and more want to supplement their income without having to commute. There are also those who just want to do "something different" in their lives. Why not start a business offering others education based around your passion or expertise? Both online home business and education at home are super growth industries and it's easier, and less expensive than you might think with online education and web building portals such as SiteBuildIt.com.

If you have a website already and wish to convert more sales from your website, please visit: www.Online-Website-Reviews.com for a strategic review of your site.

Adam Price has been a full time internet marketing consultant for over 2 years. He believes in the awesome power of the universe, and is also a spiritual teacher and Holistic life purpose and business direction coach.

I sincerely hope the materials, courses and free ideas in this book help you to move towards a more positive future for yourself and your business. If you get stuck at any point, you're welcome to ask me for free advice at my website or give Adam a call, in Australia (Sydney Time Zone) on +61 2 4915 7622.

To learn more visit: www.Adam-Price.com

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Model the Best and Develop “YOU Inc”

Creating your life as a strong, free and independent individual, requires a simple study of “The Basics”, i.e. learning what it takes to develop and unchain yourself from traditional thinking. This can be one of the most exciting and rewarding moves you’ll ever make if you know which steps to take and the pitfalls to avoid. As long as you know what you’re really looking for.

Looking back, giving myself the identity of “Adam Price Inc”, and developing a written mission statement for what I wanted to achieve in my life, was critical to me finding my real purpose in life.

Let me ask... *“Do YOU have a personal mission?”*

If you answered with “YES” can you recall what it is within 30 seconds? More importantly, is it written somewhere you can see it?

If you still answered yes I would like to congratulate you. Because that mission statement will guide you in every decision, action and move you make from now on... You are a person of discipline and inspiration and are one of the few who knows where they are going in life!

Personal mission statements aren’t very common because it’s thought that only businesses go to these heights of excellence. But this isn’t the case if you study any of the great masters. In business, life and spirituality they all had a mission to fulfil of some kind. The facts are that most owners don’t have a business mission statement, let alone a personal one for their own lives.

But I believe that your mission statement should include both your life and business missions all in one.

I would encourage those of you who haven’t developed a personal mission in your life to do so. By reading it as a daily event you’ll begin to see the most amazing things happen in your life.

You’ll find what my mission is on the following page.

Adam Price Inc – Major Definitive Purpose

I am a force for good and a force for God and
I co-create miracles in my life by creating miracles in the lives of others.

My passion in personal, spiritual and business development is my unique gift.

It allows me to connect with people in order
to identify their life purpose and business direction.

My intention in this life is to help transform
those who have the desire, tenacity and spiritual strength
to manifest success and delete struggle in their lives.

God is all that I am and he is good.
I am at one with the universal force of creation.

“I Live In Abundance and Share With Abundance”

I’m guided by the following words that heal and create miracles:

“I’M SORRY”

and

“I LOVE YOU!”

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Doing what you love, turns work into play

Your passion and zest for life will increase greatly by actively confirming what it is you love to do, as what you focus on will gravitate towards you. It's a universal law. And you'll rejoice in the pleasure of watching the very goals you desire come into your life more and more... *Try it!*

Click on the graphic below here for a FREE tool to help you with this.



Before you make the jump to independent entrepreneurship you need to take an in-depth look at what it takes to survive on your own, whatever your interests may be.

I'm a firm believer in studying what successful people have already done and then modelling it in your own unique way. You need to take the elements of their success and adapt them to your unique life mission.

I've found that by personally studying experts in their chosen fields, like Terri Lonier, Gail Blanke, William Bridges, Guy Kawasaki, and Daniel Pink, you receive a fascinating insight into how to become independent.

Terri Lonier in particular, who has had 20 years as an independent professional observing the real-life experiences of clients who have successfully become entrepreneurs, can offer you a detailed A-to-Z guide for transitioning to solo enterprise in her fantastic complete course called "You, Inc." which will also show you:

- The four essential attributes shared by all successful free agents
- The nuts and bolts of creating a business plan
- Three approaches for turning great ideas into successful free agent enterprises
- How you can enjoy the rewards of free agency without leaving your current job
- And much, much more!

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Whether free agency is a far-off dream for you, or it's the next logical step on your career path, you'll find your starting point by carefully learning from those who already have done it.



The teachings of spirituality, business and study of yourself with a course like "You, Inc." supply all the information you need to make a successful move out of the traditional "I'm the Boss, You're the Employee" structure and into the flexibility and fulfilling lifestyle of independent business.

[Learn More](#)
on the course
"You, Inc."

You can hear actual FREE incepts from this audio course right [here](#). If you feel open to taking the entire course I'm sure you'll enjoy it, just as I did.

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Beat Your Best – Forget The Rest

The future belongs to those who are flexible and learn how to achieve their goals in a rapidly changing world.

How do we achieve our goals?

By going into any situation where you can improve on any previous records you have personally set by and for yourself.

Set a goal for yourself based on the best results of any given activity your done. It could be a score in sports, number of sales you've made or some other form of achievement. Irrespective of whether it was substantially good or not, you'll have set a very realistic goal to beat.

Do not allow others to set a goal for you. For example, if you're a beginner at weight lifting and are given a program for an advanced body builder you're not going to get very far. If you are a very ambitious and strive to stick to that goal or program, you could easily strain a muscle and hurt yourself.

Therefore, by setting your own goals and then focussing on consistent and disciplined improvement, you will achieve it in a pleasant and comfortable way. It is of course up to you if you wish to speed things along and do more. But keep in mind, when we push too hard things can often reverse on us. However doing what you really love gives you a very good chance to really challenge yourself and become one of the top performers in your chosen area.

You may need assistance as do all people looking to improve their personal, spiritual and business lives. Even when you get to the top, a good coach is often the difference between you remaining sharp or backing off and resting on the laurels of your achievement.

“The New Dynamics of Goal Setting”, which I think is one of the greatest goal setting programs out there (along with Brian Tracy's teachings), will keep you laser focussed on achieving your success. And it will help you to remain focused, no matter what obstacles may confront you.

Using what author Dennis Waitley refers to as the Flex tactics System, this program is designed for high-performance individuals who know their primary goals in life and want to learn new strategies to reach them.

The secret is to create your own patterns out of the chaos—to fit each new circumstance into your plan for achieving your ultimate goals. By learning to expect the unexpected, your goals become more attainable.

The Flex Planner will also show you how to:

- Set and achieve all of your life goals—especially in a rapidly changing environment

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- Use the 21-step time-management system to maximize your productivity
- Overcome unexpected obstacles and transform them into opportunities
- Employ the 4 common denominators shared by successful achievers
- Use and reuse your Flex Planner to map progress and find new directions
- Examine your core desires and tap into undiscovered talents
- Use the 7 methods for making your job more satisfying
- Organize, assess, and prioritize your goals to create more efficient strategies



[Learn More](#)
from
“The New
Dynamics of
Goal Setting”

The key to success in the new millennium is how you set and pursue goals—a pursuit that demands [The New Dynamics of Goal Setting](#).

To go the next step get a free goals profile on yourself [here](#) or, if you’re really serious about success in your chosen area, line up a potential appointment for personal one-on-one coaching [here](#).

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PERSONAL DEVELOPMENT

The Power to Shape Your Destiny

Have you noticed how sometimes you can perform at your best and still fall just short of your goal? In life you need to identify and tap into resources inside your mind to achieve that goal.

There are basically seven strategies that you can implement to return massive results in your overall life and business goals.

What's been effective in my life is visualisation of positive outcomes on a daily basis and also a technique that NLP practitioners call anchoring.

Basically when you anchor an outcome into your life you run through a scenario in your mind and then, when you have the "intense" feeling you desire, you go through a set of steps to anchor that feeling into your mind.

Obviously anchoring is a lot more in depth than that, but just visualisation of any type, done on a daily basis and of a positive outcome that you desire, will affect your life in ways you never thought possible. And there are many ways to do this for positive improvement in your life to become a daily habit.

In the quest to changing and shaping your ultimate destiny you will need to practice one or two simple exercises daily for about 20 minutes a day. You'll soon begin attracting your largest desires into your life, even when your overall best performance isn't sufficient.

I've used these techniques to overcome such things as fear, doubt, anger, and other obstacles to achievement. You can too. Over time, as you really begin to get to know yourself, you'll establish a new level of excellence in your life by wiping out your bad habits and vices for good.

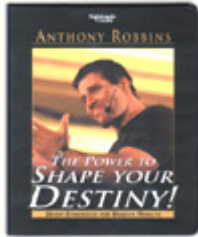
You will develop a clear picture of where it is you want to be and by what time in your life. You might be thinking "This is only goal setting", but it is so much more than just that. It's firmly embedding your desires, and hard wiring them into your nervous system, to guide the decisions you make in life on a daily level.

There are many tools you can use to cement this into your brain. One teacher and mentor in particular that I pay close attention to is Anthony Robbins.

I've also learned from other teachers like Brian Tracy, Dennis Waitley and Wayne Dyer over the last 15 years to keep feeding on their positive material and then take massive action upon what they teach. The one course that really sticks out in my mind, above and beyond all the other excellent courses I've learnt from, is

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[Learn More](#)
on the course
“The Power to
Shape Your
Destiny”

[*The Power To Shape Your Destiny*](#). Use it to realize what you really want from your life. What is it you're truly after? Do you want a more fulfilling career, economic freedom, or more passionate relationships? Do you want to have the time for extraordinary vacations? Would you like to travel the world? Would you just like to be closer to a certain friend, relative, or loved one? What's been holding you back from living your dreams.

[*The Power to Shape Your Destiny*](#) will show you how to make it happen. If you need that extra push to take you over the top, this is what will give it to you!

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Achievement in Action

No amount of positive thinking, big dreams and favourable thoughts will ever come true in your life if you don't put your plans and desires into action. I know this, not only because of the books, audios and dvd's that I've absorbed over the years, but from years of **doing nothing**.

The secret to achieving your desires isn't only in the planning. It's in the implementing of these plans in a consistent and orderly manner.

You see I spent the first 10 years of my working life as a storeman. During this time I was studying personal development, spirituality, goal setting and lots of other "stuff", absorbing all this material but I never "put it into action". I talked the talk but didn't walk the walk. The secret to action for me was... PAIN, and lots of it. Sick and tired of study, which didn't reward my efforts, I literally "took off my brakes" to achievement and applied for a job in sales.

Not only did I get the very first one I applied for but won the position ahead of 100 other candidates, most of whom were more qualified. I now realize that the simple secret to achievement is just to **DO** something. I also realize that everything you do in life is pointing towards something else.

There are two ways you can look at what happened. The first is that I wasted 10 years of my life (the negative viewpoint). The second (the positive view) is that I spent 10 years of my life "getting ready" for a major jump in my career. Had I gone for that job anytime earlier, chances are that I wouldn't have been ready. Everything happens for a reason, so dream big and know that you're meant to be exactly where you are.



[Learn More](#)
on the course
"Achievement
into Action"

The one teacher in life who I know can help you put achievement into action is Brian Tracy. He'll literally walk you step-by-step and show you how to make all those dreams come true, just as he did for me, with his course [Achievement into Action](#).

It's not wishful thinking...it's the mindset Brian has spent his entire career researching. It's a way of thinking and taking action that leads you inevitably to the achievement of the goals you pursue. In this fast-paced inspirational seminar, Brian presents clearly and precisely an outline for taking yourself beyond your dreams to the accomplishment of every goal you set for yourself.

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Ultimate Goals Program

A man with a goal is a man with a destiny is a belief that I have always kept in mind and in spirit. Think about it for a moment...you can't hit a target if you don't what your target is! That target can be making \$50,000 or \$5 million a year. It could be that new house you've been dreaming of at the upscale side of town. Or it might be that new video camera you've been looking at the store for weeks. For many people goals take the form of money or a house. To others a goal can be bagging the gold medal in triathlon, finishing that management book that you kept putting off or learning a second language.

What really matters is that you know where you're headed, you know what you want to achieve and when. In the military they say that a command without a deadline is not a command at all and I have learned time and again how true that is in my life!

I remember not very long ago when I didn't have a goal in life. My life was just like most people out there—go with the flow. It's what some experts call the Niagra Syndrome where you find yourself with group of people in a boat with no oars in the water. Next thing you're nearing the edge of the falls and you start oaring in the right direction but only too late. Far too many people would go with the current rather than steer the boat in one direction. I too was a victim of this until one day I decided that I was going to do something about my situation. I sought help through books and audio books and never stopped reading.

Anyone can set a goal to be a knight in shining armour but no amount of goal setting will make that happen! To be most effective goals should be tangible, specific, realistic and have a time targeted for completion. There must be realistic plans to achieve the intended goal.

Goal setting techniques are used by top-level athletes, successful business-people and achievers in all fields. They give you long-term vision and short-term motivation. They focus your acquisition of knowledge and help you to organize your time and your resources in order to make the very most of your life.

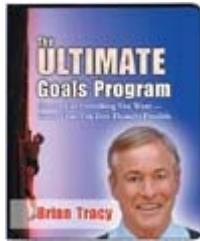
Goals are set on a number of different levels: First you create your "big picture" of what you want to do with your life and what large-scale goals you want to achieve. Then you break these down into the smaller and smaller targets to hit to reach your lifetime goals. Finally, once you have your plan, start working to achieve it.

The Ultimate Goals Program: How to Get Everything You Want - Faster Than You Ever Thought Possible is the most complete and effective goal-setting and goal-achieving program ever created. In this exciting program Brian Tracy takes you through a simple proven step-by-step system that you can use immediately to achieve anything you really want in life.

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In eight concise articles, [*The Ultimate Goals Program*](#) deals with the main concepts to realizing your goals and achieve lasting success.



[Learn More](#)
on the course
“The Ultimate
Goals
Program”

In order to hit your target you must know what it is and know how to get there. [Click here](#) to a sample why people don't set goals.

You can save a lot of time and resources (and be sure to accomplish your goals) if you know how to do it right. [Listen to a sample](#).

Learn the five steps to effective problem solving. Learn to unlock your potential with a powerful, proven goal-setting system that you can use to determine exactly what you want and how to get it. [*The Ultimate Goals Program*](#) by Brian Tracy sets the standard in creating effective goals.

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The New Dynamics of Goal Setting

You can't be too rigid with your goals if you want to succeed in any endeavour, especially nowadays when almost anything bends to change.

Those words of wisdom resonate with me because I have discovered the PROPER goal setting way to achieving success.

My conservative parents instilled in me the traditional thinking of their time that if I worked for a well-established company they would pay me a competitive salary and provide me with retirement benefits when I was 65! Ambitious enough, many would agree.

I heeded their advice and after leaving school began to work for a living as a storeman. I never took into consideration that life is not just all about working for others, getting good pay checks and enjoying employee benefits. I joined the rat race and learnt the hard way about companies downsizing, and having to deal with bosses that breathing down my neck and criticizing my best efforts. I was nearly always the one to get axed or the one who was passed over for a promotion.

Thinking that I'd be working from 9 to 5 life until I retired (same as my parents), I wondered what I was doing wrong that made me resort to job hopping eternally. My thinking was to be like my parents.

After spending countless sleepless nights analysing my situation, I finally understood that I needed to start making new goals. I decided that I would change direction and start doing what I love to do, which led me to where I am now. I work less hours, earn more money and have a much more fulfilling life. I "live to work" and I couldn't be happier.

It's a brave new world out there, requiring brave new ways to succeed. Listen to this informative seminar featuring state-of-the-art science, success psychology, and up-to-the-minute insights designed to propel you into the 21st century.

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The key to success in the new millennium is how you set and pursue goals—a pursuit that demands The New Dynamics of Goal Setting.



[Learn More](#)
on the
course “The
New
Dynamics of
Goal Setting”

Goal setting can be difficult without the proper guidance. Believe me, it’s so easy to lose track of what you set out to achieve. In this book you can learn how to [focus your energy](#), the [Four Common Traits of Successful People](#), and get much other valuable information.

Goal setting is a very powerful technique that can yield strong returns in all areas of your life, sometimes almost immediately. [Listen to a sample](#).

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30 Days to a More Powerful Brain

Research has proven that there is a correlation between a person's ability to remember and the quality of life of that person. The view that the brain can be seen as a type of computer has gained general acceptance in the philosophical and computer science community. Just as we ask how many mips or megaflops an IBM PC or a Cray can perform, we can ask how many operations the human brain can perform.

Does brain power guarantee success? Certainly not. However, can you succeed without one? I don't think that's likely for most average people. So how do you make your brain powerful? Think of your brain as a muscle. In order to improve your muscles, you exercise them. In order to improve your brain—give it a workout!

People go to school to learn and build up knowledge. That knowledge stored in our brains is only potential power. You have got to know when and how to use that power!

Listen, if all it takes was to gather as much information, even the exact kind of information for every conceivable task you will ever face, then that classmate of yours who always topped your class is virtually guaranteed to succeed in life. Right? Wrong! A true measure of leaders, people who succeed in life, is not how much they know or how much brain capacity they have. Far from it. Successful people know how to use whatever knowledge they learned, coupled with will power. The power that drives people to act on their desires in order to achieve them. That's personal power and it's a powerful force. The moment you focus on a goal your goal becomes a magnet, pulling you and your resources toward it. The more focused your energies, the more power you generate. There is a seismic shift in performance that takes place when you move from decisiveness to focus. The shift is caused, enhanced and accelerated by the intensity of your focus!

Like I said before, brain power does not guarantee personal success. But success does not come easy without brain power and that's what I've learned from [30 Days to a More Powerful Brain](#). Among the topics covered in this book:

- Powerful ways to improve your memory
- The different stages of sleep and how they affect the learning process
- “Understanding gaps” and how they affect your ability to learn rapidly

30 Days to a More Powerful Brain contains practical real-world applications of breakthrough discoveries in science, psychology and business. The material is structured so you can learn quickly and apply it to any area of your life, no matter what age you are — in 30 days!

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[Learn More](#)

on the course "30 Days to a More Powerful Brain"

For anyone who strives to succeed in life, developing a powerful brain is almost a prerequisite to ensure that you achieve your goals. In this book, you will learn proven techniques that have been followed by all successful people. [Listen to a sample audio.](#)

30 Days to a More Powerful Brain contains practical real-world applications of breakthrough discoveries in science, psychology, and business. [Listen here.](#)

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The 5 Essential People Skills

Truly, no man is an island!

If you look at highly successful people and gather their traits, one of the most often repeated common factor in all of them is that they know how to handle people. They know how to get along with them and motivate them to perform at their best.

Take the case of Henry Ford who had very little schooling. There was a time that someone tried to pin him down because he lacked the technical knowledge on many aspects of his company. Some people just couldn't believe he was a capable person to lead the company. To this he replied that he may not have the technical knowledge to answer the questions being thrown at him, but he could get one of his people to answer them for him in a quicker time than most people. Henry Ford was a man who knew how to handle people and he handled them very well. True leaders have the ability to attract the best and the brightest people to surround them and keep them for good. Many of them are what we call extroverts, the opposite of people who only knew how to think and care for themselves alone.

I never considered myself a team player. I never viewed how important it is to have the necessary people skills in order to succeed. I realized that in most endeavours, it will always boil down to the people and how you treated them. Being able to communicate effectively with others requires people skills.

Conversely, many people who don't succeed have lacked the people skills to sustain their efforts. Some of the consequences of the lack of this trait are:

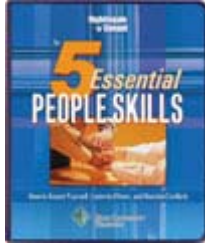
- You are viewed as introverted or someone who does not have the welfare of people in mind.
- People are less likely to listen to you, much less follow you in your organization (if you were in one).
- You get passed for that promotion.
- You have fewer friends.

The list just goes on and on.

Whatever you've been wishing for - more respect from your peers and supervisors, more money in your paycheck, better performance from your team - you will see nothing short of a transformation once you put these five essential skills to work for you.

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[Learn More](#)
on the course
“The 5
Essential
People Skills”

What do highly successful people like Abraham Lincoln, Jack Welch of GE, Dave Thomas of Wendy’s, and Ronald Regan have in common? They are all known for their ability to attract, [motivate](#), and keep not only the best and the brightest, but people view them as very effective people managers. In [5 Essential People Skills](#), you will learn time tested techniques that highly effective people use in order to succeed. [Listen to a sample](#).

I consider this a must for anyone who wishes to succeed. If you read and apply them, I am sure you will be much closer to your goals. After all, no man is an island.

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BUSINESS STRATEGY

Leadership Mastery

After years of reading self-help books on how to succeed in business, I have found that good leadership is essential. And to be a good leader, one must possess many traits in order for people to willingly follow you.

We all have the opportunity to influence how others think and act. From something as simple as smiling and saying, "Hello", to leading by example during an intense period of change, there are many ways to develop the behaviours and attitudes of others.

All of the successful people I've coached have exhibited the following great characteristics. They:

- Were passionate about their work.
- Looked after their people and know how to motivate them.
- They knew what they wanted and had a plan on achieving it.

Many of my colleagues who manage their own business have told me that to succeed you need to delegate work effectively. That's not an overstatement. In fact, many companies do not last the long haul because of ineffective leadership.

Training yourself to be a leader is an investment for your future. It will enable you to:

- Gain the respect and admiration of others using little-known secrets of America's most successful leaders.
- Get family, friends and co-workers to do what you ask because they want to do it, not because they have to.
- Respond effectively when under crisis by using proven techniques for thinking clearly and reducing anxiety.
- Recognize and develop talent in yourself and others while you learn to distinguish between image and substance.

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[Learn More](#)
on the
course
“Leadership
Mastery”

Some people are born leaders. They are naturals who have grown up in the right environment. However, the majority of leaders have worked hard on getting there. [Leadership Mastery](#) brings techniques that anyone can learn and implement.

Whether you have an ambition to run a small business, or are aspiring to head a thousand strong organization, Leadership Mastery helps to bring out the qualities that are the hallmark of true and effective leaders. Listen to a sample of the [9 Principles to Change Peoples Attitudes](#) and [Cheerfulness](#).

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Site Build It!

93 Extraordinary Referral Systems

Whether you can consider them a captured market, or they're a major method of strategy, many entrepreneurs fail to harness the possibilities that come with each referred prospect. Here's why you should take advantage of the sales potential referred prospects bring to turn your profits way, way up:

You have built a good measure of trust.

Referred prospects are easier to sell to because they already have an idea of what your product is and what it can offer. When clients are happy they convince other people to do business with you. If they're pleased about their experience, you can be sure that they will let other people know about it and let others know that your products are better and worth a try.

I have experienced this personally from conversations I have had with numerous customers during my research, all of whom were involved in different stages of a sale – before, during and after buying. More than half of those who make a purchase, especially of a new product, have been referred by previous customers.

When this occurs on a regular basis, with more and more customers referring other customers, your company and your products build credibility without the need to turn to expensive advertising and marketing campaigns. You get to operate using less overhead, allowing you to keep your prices reasonable and still give your customers more reasons to buy your products and spread the word about it.

Referrals appeal to the customer's sense of safety.

Customers want to know that the product they are buying will truly deliver. What better way to assure them than through the word-of-mouth advertising provided by previous customers? I have found this to be true to many customers who purchase products they have never tried before.

Referred prospects feel much safer buying that product because they have seen the results in others. They have seen how the product works and what the effects are. When they see that it works in a way that fits their needs, they are much more likely to buy.

Referred prospects get to try the product even before they buy it.

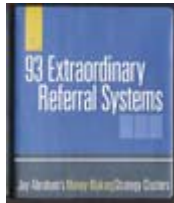
Customers don't just want to know how your product works, they want to experience it for themselves. With referrals, potential customers simply inquire about the product from your previous buyers or see the results for themselves. In a way, referred prospects get to try the product without buying it first.

Turn Your Knowledge Into Online Income

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Referred prospects do not question your competence.

This is especially an advantage to newer companies or those that offer new products. Referred prospects are much easier to sell to because your products come with high recommendations. Potential customers are much more likely to trust you to produce and deliver. It is a lot easier for you to sell without resistance to price or further recommendations.



[Learn More](#)
on the
course "93
Extraordinary
Referral
Systems"

Most referral systems work but people don't work them. One of the biggest reasons is that asking for a referral, in most cases throws the business relationship out of balance. [93 Extraordinary Referral Systems](#) is a must have sales training program for any sales person, sales manager or marketer.

You will also receive the extensive, supremely useful implementation and action-planning guidebook called "Turning Customers and Clients Into a 24-Hour No-Cost Sales Force." It is perfect for formulating and formalizing referral systems into your own optimal business strategy.

Turn Your Knowledge Into Online Income



62 Free Ways to Grow Your Business Profits

Many businesses fail because they don't know how to think big. All too often I see businesses relying on textbook approach to run their operations and, although many of them are proven, they're not the only ways to grow a business.

Organizations often face the same types of challenges when growing. Their leaders often face the same types of challenges as well. To ensure business success you have to dominate your market, outthink and outperform your competition. For instance, General Electric under Jack Welch created a strategy to either be number one or number two in every area where GE has a business operation or sell that part of the business. The strategy propelled GE to years of record profits and that strategy still stands up to this day.

Every business, big or small, must have an action plan in place with the aim of growing the business and what better way to do that than expanding your profit centers. This is not just about SWOT Analysis or your monthly big budget planning, this is about thinking outside the box and threading new avenues of growth.

Where you have failed to reach a goal, ensure that you learn the lessons of the failure. These may be:

- that you didn't try hard enough
- that your technique, skills or knowledge were faulty and need to be enhanced
- that the goal you set was unrealistic
- etc.

Remember that increased profits when used wisely translates to:

- better business performance
- increased organizational growth
- better market share

Remember that the fact of trying something, even if it does not work, often opens doors that would otherwise have remained closed.

Businesses can grow their profits without spending lots of money. If you own a business, or are thinking of starting one, think of new or better ways to make money. And you don't always have to shell out tons of cash in order to make new money. In *62 Free Ways to Grow Your Business Profits*, author Jay Levinson shows non-traditional ways to increase your profits without having to spend much.

Turn Your Knowledge Into Online Income

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As soon as you abandon traditional views of what marketing is, you will begin to open up vast new worlds of opportunity for your business. Jay Levinson will show you over 100 of today's most effective marketing methods, 62 of which are free. His program paves new ground and is not available anywhere, except through Nightingale-Conant.

I can't wait to tell you how you can get your hands on this, the ultimate business-building, profit-boosting program ever created. But before I go any further, I want to share one more renegade marketing tactic with you.

It's the perfect program for the marketer or business owner, whether large or small.



Increased business profits can only come from a holistic approach of traditional and non-traditional ways. In [62 Free Ways to Grow Your Business Profits](#), you will discover vast new avenues of financial growth that can virtually guarantee that your business stays bullish and ready to stand challenges.

[Learn More](#)
on the
course “62
Free Ways to
Grow Your
Business
Profits”

Listen to [Creating Word of Mouth](#) and [Referrals](#).

Turn Your Knowledge Into Online Income

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The E-Myth Seminar

Eight out of 10 businesses fail to make it past their first year. That may be a sobering thought but don't let it ruin your taste for business. Knowing what contributes to these failures will help arm you with the necessary knowledge and information to help you avoid the same scenario. All you have to do is develop a tried and tested business development system and learn what the common problems are in business. Once you know how to surmount them you will have turned the odds in your favor.

Here are the top problems you should know about and how to overcome them effectively:

1. Not having a clear company goal – If you don't know what your company will do beyond the selling part, you will most likely not get too far. Having no clear company goal is like having a car and not knowing where to go. The result? A complete waste of money, effort, talent and resources.

Instead, have a clear idea of what your company will become and where you want it to go. Determine what your company will sell and whom you will sell it to. This is your roadmap to business success so plan your trip and plan it well.

2. Too many eggs in one basket – Okay, so you want to sell sports equipment, but what kind and which ones? Do you stick with just rackets, clubs and balls or should you include those home gym equipments that seem to sell like hotcakes?

I have seen this desire to do so many things at once at the beginning of a business venture. It's easy to get excited, especially if ideas appear by the dozen, but stop for a moment and examine which products and services you can truly and genuinely offer in the best possible way without sacrificing quality. You are much more likely to know which products you should sell once you know your strengths and businesses as an entrepreneur and where you want your business to go.

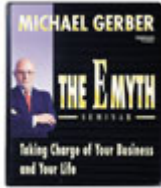
3. Getting a piece of the competition's pie – You are in business to make profits, even if that means taking some of your competition's customers to your side of the fence. However, viewing this as more of a way to score more customers will cause you to lose sight of your business' purpose. Not only that, you will be in danger of concentrating too much on the sales and profit and overlooking quality and service.

Many of the failed businesses I have studied are those whose sole purpose was to sell, sell, sell. So what, isn't that what businesses are about? Of course it is but business shouldn't just stop there.

Turn Your Knowledge Into Online Income

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Build your business' reputation as a reliable source of products and services first. Once you gain the confidence of your customers, you can then gradually convert your competition's customers to become yours – sometimes without even trying.



[Learn More](#)
on the
course “The
E-Myth
Seminar”

[The Emyth Seminar](#) is considered by many as the online entrepreneur’s guidebook because it offers so many real world [advice](#) crucial to any aspiring entrepreneur.

The book’s refined techniques for entrepreneurs show how to successfully build a business that will soar in both booming and sagging economic markets. Learn to focus on the results, not the work, and to see your business as your product. [Listen](#) to this audio sample.

Turn Your Knowledge Into Online Income

Site Build It!

The E-Myth Manager Seminar

Regardless of whether your business is a mid-sized company, a startup or a home based venture, you will need to be an effective manager. Stay away from the archaic notions of what a manager should be and realize that being one is so much more than just signing approvals and telling your people what to do. Here are a few ways you can benefit from The E-Myth Manager Seminar and create a system for your employees to become more productive.

1. Let go of perfection – There is no such thing as a perfect manager. Every manager, no matter how good, commits mistakes now and then. But as I always advise, it is not the magnitude of your mistakes that matter, it is how you can create a solution to them and come up with a way to solve the problem. This rate of recovery will mean the difference between a botched effort and a successful endeavor.

When employees see that you don't dwell on a problem and allow it to grow and overwhelm, they will find enough inspiration to see problems of their own and create solutions. They don't waste time worrying, moping or placing the blame on someone else. You encourage them to take action and become more productive.

2. Manipulation vs. Persuasion – Manipulation doesn't always mean coercion. In fact, many managers can create a semblance of persuasion when they are actually manipulating their employees into performing a task they hardly like.

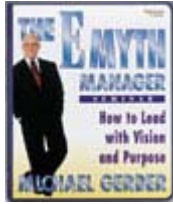
I always emphasize that persuasion is a million times better than manipulation because it makes your employees feel respected and valued. You discourage feelings of resentment that often accompany the realization that someone has been deceived into performing something. The result? Employees are happier and more willing to contribute their say in the organization.

3. Set standards that are clear, challenging but attainable – Another way that I recommend to help your employees become more productive is for you, the manager, to set easy to understand standards that will challenge employees' creativity. Let everyone know what your expectations are and how they are required to perform. When standards are set, there is no confusion as to how tasks can be performed and what the expected results are.
4. Allow employees their piece of the action – The best managers can create an atmosphere where employees get to improve their productivity by appealing to their sense of independence. When you give your employees enough room to make their own active contribution to the workplace, you give them better reasons to be more productive without manipulating them.

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Inform your employees of what your objectives are and then ask them for ways they can contribute to achieve these objectives. You not only give people a license to think productively but you also give them the chance to take responsibility and play a major part in achieving your company's goals.



[Learn More](#)

on the course “The E-Myth Manager Seminar”

Too many managers do the work themselves, instead of seeing that the work gets done. [The E-Myth Manager Seminar](#) explores a radically new approach to management. Find out what type of manager you are and how you can learn to work **on** the business, instead of in the business.

Whether you are a small, a large, or a home-office manager, The E-Myth Manager Seminar will revolutionize the way you manage.

Turn Your Knowledge Into Online Income

Site Build It!

Guide to Business Negotiating

If you own or manage a business, sooner or later you will have to negotiate. Let me tell you, it is the single most nerve wracking act you will ever do as an entrepreneur or manager, and you will have to do it over and over again. Learn how power negotiating can help you move the outcome of any negotiation to your favor and still build solid business partnerships. Here are my best tips for helping you negotiate more confidently:

1. Come to the table equipped – The more information you have, the better. I have seen how effective this is when I participate in business negotiations where one party knows more than the other. The knowledgeable party, more often than not, is the one who gains the upper hand and often walks away satisfied with the terms. They are more often the ones who get what they want out of the negotiation.

Having the information is an extremely important business negotiation tactic that you must learn if you want to succeed in business. Learn what the other party brings to the table, what their strengths and weaknesses are, their interest in the deal and what their deal might be. By knowing as much as you can about the factors that play a major part in your deal you are much more likely to know how to build your argument, adjust your tactics accordingly and come up with back up plans without compromising your business.

2. Negotiate with mutual respect – Business negotiation is not a war, it's a process. If you learn to view negotiations as more of a business method than an uncomfortable necessity, you are much more likely to treat it with objectivity. Consider every negotiation as a way to find out how to create a better business atmosphere for you and for the other party and find ways to improve your business relations

Find objective standards in case of prolonged disagreements – Power business negotiations are not about playing a more sedate one-upmanship with the other party. When things seem locked in negotiation limbo, seek standards that are independent from those of both parties. These standards could be common industry and market practices, legal requirements, company policies and even offers from other businesses.

3. Be prepared to walk away – No business negotiation should let you leave the table on your knees. You should always know when you can no longer accept the deal and be prepared to say so. I always tell people that having the power to walk away from a negotiation can give you more leverage when you're dealing with other companies. It shows that you are in control of the situation and have the liberty to seek other businesses if you so choose.

Turn Your Knowledge Into Online Income

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I believe that businessmen should treat business negotiations as a way of life. How you perform will have a huge impact on how your business fares and whether or not you will succeed. Use my business negotiating strategies and I guarantee an improvement in your skills.



You will find yourself negotiating on a multitude of issues whether you run your own business, are a manager of a department or even aspiring to be one.

Learn the tools of the trade in power negotiating to get the upper hand or the best deal possible.

[Learn More](#)
on the course
“Guide to
Business
Negotiating”

Turn Your Knowledge Into Online Income

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WEALTH BUILDING

Wealth Without a Job

Starting your own business can make you experience a full gamut of emotions from exhilaration and excitement to insecurity and terror. So when people ask me whether or not they should go into business, I ask them back: 'How well do you know yourself? What's your business personality?' More often than not, they come to realize that they started on the wrong foot.

If you're thinking of leaving your job and going into business, I suggest asking yourself the following questions then writing down your answers as honestly as you can. My simple method will help you determine who you are, what you can do and how well you can hope to pursue a business plan.

What can you do?

List your skills, experiences and educational background. What you know will figure in a major way on what kind of business you should be going into. Say for example, you have been enjoying a career in marketing but wish to expand without straying too far from your path, find out if you have the necessary communication and people skills and appropriate work experience to offer your services as a marketing consultant or entrepreneur.

Is your interest here?

Are you truly interested in a career in retail or would you rather be a mediator? Do you like talking to people or would you rather work alone most of the time? Do you like to experiment with creativity or would you rather settle with adapting technologies from others? Does your business plan involve a hobby or are you working on someone else's talent? What's your lifestyle? How does your personality figure into your business?

How much time do you have to work?

Determine whether you're going into the business part-time or if you're willing to go full-time. Decide how many hours a day you're willing to put in and what kind of sacrifices you are willing to make – working on weekends, holidays, special occasions, night time, etc.

Who do you know?

Business contacts are an invaluable part of any business. Without them, you might find it a little more difficult to jumpstart your business and waste time doing research on where to find the right materials, sources and labor. I suggest making a list of people you can get in touch with to help you with the initial stages of your business and then develop your contact list from there.

Turn Your Knowledge Into Online Income

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How much money do you have?

Know how much money you're willing to set aside to build your business. You might have heard of people who took all their savings and placed them in one basket and later reaped the rewards.

While this may have happened to a few, consider them more as the exception than the rule. Make some common sense calculations on how far your finances will take you while keeping enough funds to tide you over in case your business is still in the development stage.



[Learn More](#)
on the course
“Wealth Without
a Job”

Unless you're blessed with a trust fund to pay your bills, it's essential to devise a way for the work you love to provide an abundant income. [Listen](#) to the realities of corporate America.

In this book you will quickly find the happiness, freedom, income, and security that you've always been looking for but have never quite achieved. Learn how to make a successful [business plan](#)

Turn Your Knowledge Into Online Income

Site Build It!

Seven Years to Seven Figures

Did you know that many people who are millionaires today got their break from real estate? By using simple strategies and basic information, they have been able to turn their life around and enjoy their steady rise to the top. During my research on the industry, I have found out that these self-made millionaires didn't get there through hard work alone. They were able to develop a set of skills that helped them avoid risks and succeed in their real estate investments.

If there's one thing that is constant in real estate, it is risk. In business as in life, there is always risk. Don't let anyone tell you otherwise. In real estate, especially, when things can go south at the most inopportune time, risks are especially dangerous.

But like I always say, risks are only dangerous if you don't know what they are and what you're supposed to do. If you play a difficult game you're hardly equipped at, you're bound to lose. But if you know what you're into, you can design a plan and make the right decisions in order to avoid those risks. Here are my tips to help you invest in real estate without losing the shirt on your back:

Invest in knowledge

Before you go out looking for the first piece of property to invest in, learn as much as you can about the real estate business. Know how the real estate industry behaves, what laws protect and restrict it, what kind of deals are available and what kind of investments you can expect out there. Even before you open your mouth to negotiate or to speak to someone on the phone, I highly recommend that you learn this skill. Research is the single most valuable skill you must learn to help you avoid the risks associated with real estate.

Be thorough

About everything. If there's one other thing I tell people to have if they want to invest in real estate, it's being aggressive about the details. Know the little things that matter and if something doesn't seem right, don't be afraid to question.

If you're investing in commercial real estate, go for quality and numbers

Commercial real estate can be a boon or a curse, depending on how you play your cards. To avoid, or at least minimize your risk, aim to attract tenants that have better staying power. Brand name tenants will more likely stay with you than non-brand tenants. As for numbers, choose real estate property that has multiple tenants instead of just one.

Turn Your Knowledge Into Online Income

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Choose tenants that belong to different industries. Three or four tenants who do the same type of business are more likely to compete, which can lead to the risk of putting one out of business. It can also be bad business for you if the economy is in bad shape and affecting the very industry your tenants belong to.



[Learn More](#)
on the course
“Seven Years to
Seven Figures”

Getting rich safely in a relatively short period of time is a goal that's entirely achievable.

With live and studio based recordings, you will learn how to [determine what it takes](#). Discover how to [make the difference](#) in choosing your path to wealth.

You don't have to wait for years before you strike financial abundance, all you need is the right knowledge and apply it.

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Mentored by a Millionaire

Many of the world's millionaires reached their goals through hard work, discipline and a well-placed set of strategies. However, there is a secret weapon they have all used and benefited from and that's a Mentor. Whatever success principles they have used and implemented to make their dreams come true, they have learned from the one person who acted as their guide and teacher.

In my years of research into the secrets that made millionaires, I have discovered that whatever success or level of greatness today's millionaires have achieved was made possible because somebody believed in them and offered to take them under their wing. Now, I shall share the secrets of how to achieve your goals and become who you deserve to be:

Make a decision to accept guidance

When asked about the possibility of using mentorship to achieve success and financial stability, some of the people I have encountered appeared reluctant. Some refused the help of a mentor out of pride, while others ignored it due to a lack of knowledge. But you can bet that these people are still struggling with their lives and having some difficulties achieving their dreams.

When someone sees your potential more than you do and believes in you enough to inspire you, that person can sow the seeds of success in you and help you nourish them. Take this opportunity and use it to your advantage.

Choose your mentor

Advice is often given freely, but just because someone offers to train you doesn't mean they're the best person to do it. When you choose a mentor to help you achieve success in your chosen field, choose one who is already a success in the same industry. You naturally would not seek the advice of a real estate developer if you want to be a doctor, right? So find the mentor who walks the talk.

All decisions are yours to make

No mentor is perfect and sometimes, in the course of your training, you will find that you are uncomfortable with some of his principles and practices. If these principles go against your own personal beliefs and you feel you will gain nothing from them, feel free to refuse or avoid them. If your mentor is worth his salt, he will appreciate you for your honesty and for standing up for what you believe.

Do your part

Your mentor can only help you by showing you the ropes. Once you've learned the steps, it's up to you use them to your advantage.

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on the
course
“Mentored
by a
Millionaire”

Modelling is a proven technique many people used in order to achieve their desires. That’s a fact most people are not aware of. [Discover](#) why this works and make it work now!

[Listen](#) and see what a difference it makes. You'll soon realize that regardless of your past, your present and future are about to get a lot better. Learn specific [techniques](#) that are proven and applied by many successful people around the world.

Turn Your Knowledge Into Online Income

Site Build It!

The Automatic Millionaire

When I tell people that you can be an automatic millionaire, 9 out of 10 probably think I'm some kind of quack out to scam them of their precious savings. But really, if you think about it, there are certain factors we can take control of and use to help us attain seven-figure income. Being a millionaire doesn't have to be a painful process.

Yes, you can lose it all

Mike Tyson did. So did MC Hammer. There are many millionaires who have fallen from grace simply because they never learned effective financial management.

But being a millionaire is not about sitting pretty and spending it all. If you don't take care of your money it will leave you. Only through financial management can you hope to attain your million-dollar dream and maintain it.

If you're tired of being just a millionaire wanna-be and want a piece of the big pie, here are some tried-and-tested financial management tips:

Be conscious of money

You can never have a financial management system if you don't know where the money's coming from and where it's going. You have to be on top of things, whether you're buying or investing. Once you begin growing your money tree, you need to know on a macro level where your dollars go.

You will also have to decide when to binge and when to purge. No millionaire will blow away thousands of dollars on unnecessary, ridiculous stuff. Know your limits, recognize your needs and be conscious of your control over your finances. Like I always say, money should never control you. You should have control over it.

Get out of debt

There is no sense earning 7-figure incomes when your debt consists of more than 60% of your total assets. Debt is the rain on your millionaire's parade and you should take steps to make sure you don't sow the seeds that will bring the dark clouds.

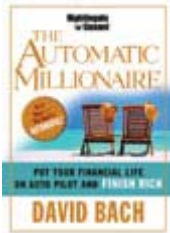
If you're in debt, design a plan that will get you out of it within a short period of time, never mind that it might mean sacrificing some things. You can never enjoy the life of a millionaire if debt hounds you. Only when you have minimized it, or better yet eliminated it, can you begin to work towards becoming a millionaire.

Be prepared to give value to your work

Invest yourself in your work and always, always add value to it. Be prepared to contribute and expand your influence, whether you're working for yourself or for somebody else. When you're totally involved in the business, you're better prepared for its demands and the more prepared you are, the more likely you can turn your investment into a million-dollar project.

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on the
course “The
Automatic
Millionaire”

Running a business and being a millionaire has more facets than most people would want to believe. Listen to sample on [budgeting myths](#). Discover a new, groundbreaking, and refreshingly realistic approach to the process of creating personal wealth.

Discover how to quickly and easily automate every single aspect of your financial plan, step by step. [Listen](#) to an audio sample.

Turn Your Knowledge Into Online Income

Site Build It!

Multiple Streams of Income

Gone are the days when you could only live on one source of income. Of course, a single stream of income is often enough to help you get by, but that's just the point. You get by but you often don't have enough to spend for other things. More importantly, you have nothing with which to increase your savings or invest in wealth-generating projects. So are you trapped in a life with no financial security? Not if I can help it.

There is a simple way of getting out of your single-income life and move on to a life where your finances are stable and robust. That is why I recommend that you learn how to create multiple streams of income by developing the right skills needed to attain financial security.

Prioritize

The best jugglers know this trick and it's the number one skill you must learn if you want to succeed in managing multiple streams of income. The danger in not learning to prioritize is that you might end up dazed and confused when there's too much going on.

Learn to focus on what's important and study what works well. These skills will come in handy once you're in the thick of managing your multiple income streams. If you have to work on one project at a time in order to complete it, then do so. Unfinished tasks will not only waste your efforts, they will also waste your resources and your income potential.

Diversify

Multiple streams of income are more effective if you have different industries covered, which is why I recommend that you learn to diversify. The more industries you cover, the less risk you have of losing a big chunk of your income just if the economy comes down hard on certain areas of your business. Even if you lost one or two streams, your business doesn't have to be paralyzed for a lack of clients.

Follow through

Ideas and opportunities die if you don't put them into action. Learn to follow through with multiple income stream ideas that have the best potentials by consulting experts, potential customers and other people for comments and feedback.

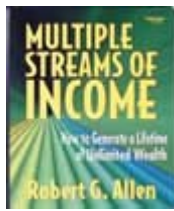
Learn to manage time

I have interviewed many people who are involved in multiple streams of income and all of them agree that the main challenge they face is achieving balance and efficiency. You can't hope to achieve a lot if you fail at time management because you will be unable to keep your focus, finish important tasks on schedule and eliminate time wastage.

Turn Your Knowledge Into Online Income

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Learn time management early in your career. You are much more likely to become flexible and prepared if you know how to make use of the 24 hours you have each day.



[Learn More](#)
on the
course
“Multiple
Streams of
Income”

When you create multiple streams of income, you are forming a powerful tide of prosperity that can carry you along for a lifetime of fortune and freedom.

Listen to [business trends](#) big and highly successful businesses do to stay in the game and stay successful. Learn about the [two types of income](#) and what it takes to be a [business entrepreneur](#).

Turn Your Knowledge Into Online Income

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MIND, BODY & SPIRIT

Training the Mind, Healing the Body

There are key factors in Eastern medicine that are glaringly absent from Western style medicine. Once considered a curiosity, many of the elements that make up Eastern medicine are now widely accepted and practiced in the West, where they are often used to supplement other forms of treatment or as an alternative means to achieve health. Even with this advancement, the West still has to fully harness the potential of Eastern medicine to contribute to creating a fully integrated approach to healing.

Transforming the body through the mind

Western healing considers the body as totally separate from the mind. When a person complains of an illness, the material or physiological cause is the first thing that a Western doctor will track. Once recognized, a course of treatment (whether therapy, drugs or surgery) will be prescribed.

With Eastern medicine, the link between the body and the mind is well established. In fact, any course of treatment that Eastern doctors will recommend is often accompanied by therapies that seek to address mental and psychological obstacles that may be a hindrance to healing or actually be causing the disease itself.

Notice how Western healing emphasizes curing the disease while Eastern healing promotes control of the symptoms. Western medicine will look upon the defect in the structure of the cells and tissues that make up the body while Eastern medicine will attribute ailments to a loss of balance and energy.

The need to combine East and West healing

Professor Yean Leng Lim of the University of Melbourne believes that the union of Eastern and Western medicine could lead to a new medical era, replete with possibilities for solutions and cures that we have never seen before. When and if that happens, people can expect a lot of changes that can mean better ways of treating diseases and troublesome conditions.

There are already major pharmaceutical companies such as Pfizer that are placing their confidence in the combination of science and traditional medicine. It is considered essential for Eastern style medicine to be examined and proven scientifically in order for it to gain the confidence of the Western world, where most of the population are still more prone to rely on scientific evidence and recommendation in their choice of medicines. Currently, the possibility of combining both East and West healing is already being shown by many companies both in Asia and America, where modern techniques are being applied to standardize many of the popular traditional techniques and remedies.

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While we cannot discount the efficacy of both approaches in their respective areas, perhaps it's time to look at the possibility of combining the elements that make both practices effective and successful. Both fields have key strengths that can complement the other and provide supplemental support in areas where either one shows some weakness.



[Learn More](#)

on the
course
“Training the
Mind,
Healing the
Body”

Over the past ten years, mind body medicine has been revolutionizing the way we think about our health. Millions of people are discovering that their thoughts, their feelings, and their physical well being are intimately connected- and this is transforming the way we eat, exercise, work, and even relate to one another.

Deepak Chopra is the recognized guru on effective mind and body. Discover the intimate connection between your physical body and your emotional and spiritual well-being.

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The Einstein Factor

Quick! When somebody says genius, who comes to mind? Not Marconi, not Maxwell, not even Edison. It's the scruffy, pipe-smoking, wild-haired scientist named Albert Einstein. For some reason his appeal has never ceased to attract, mystify and fascinate people of all ages, so much so that he has become an icon of genius. So what is this Einstein factor and what steps can you take to expand your mind and optimize its use the way this genius did with his natural-born gifts?

A genius strategy

In all my research and studies about the genius mind, I have come to notice certain patterns that exist in the way they think and work. There are strategies to genius and, once you've learned them, you can harness them to expand your mind and change your life. Here's how:

Be inquisitive

You cannot expand your mind if you don't know how to question. Passiveness does not a genius make and merely being on the receiving end of thoughts and ideas will do nothing for your grey matter. Learn to ask the right questions and see things differently, specifically from different angles. Be open minded. You'll be surprised at the wealth of the universe just waiting for you to discover.

See the complete picture

Don't be so lost in the details that you fail to see how everything fits. Examine all the possible angles to every problem in order to solve them in a creative way. As Leonardo da Vinci did, try to ignore the first solution that you think of and rebuild the problem in order to produce a new one – something that you can solve efficiently.

Visualize your thoughts

Geniuses don't just think of ideas, they visualize them. They find ways with which to see, with their mind's eye, how ideas will look, what the strengths and weaknesses are and what the result will be once changes have been imposed.

Look with fresh eyes

To expand your mind, choose to think by using more novel approaches to a problem. Approach each problem as if you've never seen it before and try to come up with better ways to solve it.

Connect the dots

When faced with a blank paper riddled with dots, geniuses tend to find the patterns and relationships in them, whether they're looking at the dots or at the background. It is this ability to build relationships between the pieces that forces your mind to open up to possibilities. When you see the connection between the unconnected, you learn to see things other people miss or ignore.

Be productive

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Genius is useless if you have nothing to show it for. A common thing about geniuses is their ability to direct themselves to produce works of great value. Once you have the solution, build it. By showing the world what your thoughts can become, you open yourself more to better ideas.



[Learn More](#)
on the course
“The Einstein
Factor”

Geniuses are little more than ordinary people who have stumbled upon some knack or technique for widening their channels of attention.

[Listen](#) to a breakthrough set of tools that will allow you to raise your intelligence, concentration, and insight to much higher levels.

Never sell yourself short, you are smarter than you think you are.

[Listen](#) to a sample clip.

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Quantum Memory Power

One very important skill that should be taught to people, beginning at a young age, is decision making. We owe much to the person we are today, and the person we have failed to become, to decision making. Good or bad, decision making can affect the forces in our lives, creating change, opening doors, taking advantage of opportunities and slamming the door to once-in-a-lifetime events. But did you know memory has a lot to do with our success (or failure) at decision making?

How memory helps in decision making

Humans are not born knowing what to do. While it's true we come equipped with the facilities for learning, how we do things is a product of our experience. Consider what you can gain from experience that you can use to make a decision: information about the factors involved, a list of possible results that may arise from different choices and calculated predictions as to the effect of the outcome.

Imagine making a decision and succeeding and failing to replicate it because your memory failed. Think about all the lost opportunities if you can't handle memory well.

Making decisions based on many factors

Good memory figures significantly in many of the best decisions ever made since civilization began. For one, there are many factors that need to be considered even when only a single decision is at stake. Knowing how these factors are valued and how they can contribute to the desired outcome are extremely important in helping decide whether to go with one option or to choose another.

Learning from time

The concept of time is limited to humans and, quite possibly, apes. It is this very unique gift that helps us decide whether to act or to stay, withhold or let go. It is this sense of time that helps us determine the relevance of things and how they can contribute depending on their availability during a specific period.

Given what we know of memory, we are more capable of ensuring an effective solution if we consider how and why certain factors are placed in different periods. Since the effect will only be relevant to what we have learned from the past, we can make use of that knowledge and create a setting that is more conducive to helping us achieve our purpose.

When it comes to how memory can affect decision making, the phrase 'learning from experience' rings even more true. Memory can be a basis, a reason or a foundation and may even serve as a warning to help us achieve the results we want, when we want them.

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[Learn More](#)
on the
course
“Quantum
Memory
Power”

We are more capable of ensuring an effective solution if we consider how and why certain factors are placed in different periods. [Listen](#) how to get started.

Having a good memory makes us better equipped to minimize risk and come up with better decisions. [Listen](#) to a sample.

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The Forces of Wellness

The advances in modern research and technology should be enough to ensure that every individual on this planet lives a fit and healthy life. Unfortunately, that is an ideal that is yet to be achieved. The science of health is still far from being perfect and not always available to everyone. When there's so much potential for living well, how can we prevent diseases and lead healthy lives?

Using knowledge to fight disease

With the information available to us today, we should all be healthy. All those research, studies and experiments were performed for the purpose of benefiting mankind and promoting our chances for health and survival.

Many of the old beliefs we cling to in the past have been rendered inaccurate, thanks to new discoveries in the field of science. By using new medical knowledge, we can create an environment that encourages health and prevents disease. This information is much easier to get these days, now that it can be accessed from virtually anywhere using different types of media.

Using diet to achieve health

The concept that food can contribute to health and prevent diseases has been around for centuries. Even the ancient cultures turned to food to repair, treat, cure and thwart the ravages of sickness. In the same manner, many of these ancient cultures also acknowledged that a flawed view of diet can also affect the human body in a negative way.

When we examine what we now know about proper diet, we realize that much of what we've been used to in the past hasn't always contributed to our goal of preventing diseases. On the contrary, our diets can even cause the unhealthy state most of us are in, failing to see beyond the nutritional use of food to promote health.

Learn to view food as nourishment for the body, not just as a source of pleasure. The price we have to pay for our health is far more costly than the temporary pleasure we derive from our diet. Nourish the body with an eye for achieving balance instead.

Using the body to heal the body

Eastern medicine teaches that the body is fully equipped to heal itself, given the time and the opportunity. Unfortunately, most of us do not recognize this and very often prefer to ignore our bodies' cry for help. It should no longer be the case.

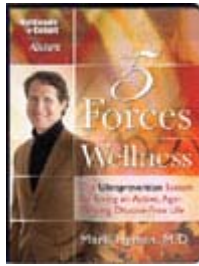
With the advances in technology, we can now ensure that our bodies receive the best attention we can give. By simply regulating our lifestyle, we can take small strides to achieve a healthier body and live a healthier life.

Using the environment to promote health

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No disease prevention can succeed without placing importance on the environment. By learning and implementing ways to improve our surroundings, we can create an ideal setting that will not only promote health but also sustain life.



This audiobook unveils a revolutionary science-based program for an active and disease-free for life. Listen to [how the body works](#). The [toxic nutrients](#) that keep us from performing our best and achieving our goals.

[Learn More](#)
on the course
“The Five
Forces of
Wellness”

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A Course In Miracles

Ask any person you know and they'll tell you that one of the hardest thing in the world to do is forgive. When someone slaps you in the face, your instant reaction is never, "That's okay, I forgive you." Instead, it's often, "What did you do that for?", usually followed by aggressive words or action. In this case and in many more, there just doesn't seem to be enough room for forgiveness.

Why forgiveness matters

In a world that is being eaten away at the seams by hate and prejudice, when the hopes for world peace seem built upon wishful thinking, there is only one way we can create a miracle that will change us profoundly and it is through forgiveness. And I don't just mean that solely in the Christian way.

As is emphasized in the 'Course in Miracles' program, forgiveness cuts across the barriers of religion, philosophy, sociology and psychology. Only by perpetuating this culture of creating small miracles can we hope for advancement in our quest to build more meaningful lives.

How you can create a miracle with forgiveness

My program emphasizes change, to be open to new things, trying new ways and avoiding the old methods that have lead to conflict. To build a life blessed with miracles only takes a few simple steps, all of which you can start doing today. Here's how:

Break the cycle of guilt

Guilt does as much damage as hate and whether or not we're forgiving others or ourselves, guilt can be extremely difficult to overcome. However, once we break this vicious cycle of repeating behaviours that lead to negative outcomes, we are more likely to become open to honesty and acceptance. When that happens, we are able to move on with more wisdom than when we began.

Take responsibility

We can only blame others for our suffering for so long. After a while it will sound ineffective, even to ourselves. Learn to take responsibility for your actions, including those that occurred in the past. When you do this you can begin to look at your behaviour in a whole new light.

Make peace with what you can't change

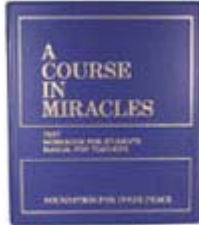
Your past is over but your future is yet to be shaped. Acknowledge that you can still make the right decisions and begin to build a much better life.

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Love, above all

Love is an emotion full of paradoxes. It's so easy to receive but it can be difficult to bestow. To practice forgiveness and begin creating our own little miracles, we must learn to find ways to love instead of reject. By giving out love, we offer people a chance that may very well lead to a miracle.



In this enlightening audio book, you'll discover why forgiveness is the key to universal happiness and why love depends on your willingness to give, rather than your desire to receive.

Learn what thousands of people are gaining through the study of this internationally recognized day-by-day self-study program.

[Learn More](#)
on the course
"A Course in
Miracles"

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Living a Course in Miracles

When I ask people what they would rather be, a has-been or a never-were, they often can't give an answer right away. That's because they often can't decide whether they'd rather play safe or take chances. Little do they know that this reluctance to take the first step often spells the difference between fulfilling their dreams and living in fear for the rest of their lives.

There's a huge chasm that divides hope and achievement and that chasm is fear. Each one of us has our own self-imposed barrier. Its depth and width will depend on how deeply it is ingrained in our psyche and how big we have allowed it to become. If you think you'll need a miracle to overcome your fears, you're right. And that miracle is something you can harness right here, right now. Here's how:

Know what's involved

You are less likely to give in to cowering and hiding if you know what exactly it is you will lose. Try to see things the way they are and not the way you imagine them to be. You'll soon find out that most of your fears are unfounded and that you have wasted your time allowing your imagination to stop you from taking charge.

Have a back up plan

You are more likely to overcome your fears if you have the safety offered by a back up plan. When you're prepared for worst case scenarios, you lessen the risks and increase the chances for your success.

Know that who you are is enough

I encourage people facing their fears to acknowledge that they are good enough, that they have the God-given talents with which to see things rationally and find a solution to every one of their problems. Never, under any circumstance, put yourself down and doubt your worth.

Have faith

You are your strongest ally. If you give up on yourself and no one else believes in you, there is no way you can face your fears and win the battle. I suggest you find a good solid foundation from which to draw strength – it could be your family, your friends, your community or your religion. Any of these will be a good source of support and emotional strength for you when the going gets tough.

Take responsibility

To face your fears, learn to stop blaming everything and everybody else for what you have and don't have. So what if you've had a rough childhood? It's over now and you've grown up and learned enough lessons to equip yourself with the right attitude with which to face your fears and take charge of your future. No one else will row your boat for you, so roll up your sleeves and do it yourself.

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Learn to let go

If forgiveness can help you face your fears, do it. Let go of guilt and hatred and learn to live your life to the fullest by acknowledging your past and looking towards the future.



[Learn More](#)
on the course
“Living A
Course in
Miracles”

Whether you are a long-time student of A Course in Miracles or new to the vast insights of this powerful document, you are, no doubt, on a great journey of spiritual awakening.

Gaining a deeper understanding of the lessons of the Course and making the transformations that it suggests in your life can be daunting at times. Discover what it takes to experience everyday miracles in your life.

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Site Build It!

The Secrets to Manifesting Your Destiny

If I tell you now that you can have the power, wealth, health and love you've always wanted by using the power of manifestation, would you give me a minute of your time? Probably yes, considering that you're still reading this. But before you begin thinking that this is one of those programs that use the appeal of mumbo-jumbo just to come up with a solution, let me tell you about how your mind can produce the kind of results you want through manifestation.

How manifestation can harness the power of your mind

The mind is an unlimited source of power and possibilities. Many of the achievements that we admire and benefit from today are products of other people's minds. Think about it, some hundreds of years ago, the helicopter was nothing more than a dream in Leonardo da Vinci's mind, a rough sketch of a brilliant idea, waiting to be manifested. Better yet, look around you and see what technology and other benefits of this modern age is not a manifestation of someone else's thought and dream in the past?

The universal thought stream

If there's one thing that we humans can use as a common source of strength and ideas, it is the universal thought stream, a source of profound power and abundance that we can tap for inspiration anytime we wish. And it's already here, inside each one of us, buried deeply in the recesses of our minds. We merely have to discover it again and harness its potential.

Manifestation and reality

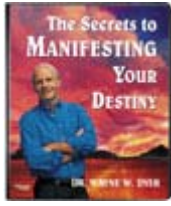
If everything you've read so far seems to be in conflict with everything you've witnessed and learned in real life, think again. The geniuses who have succeeded in making their dreams come true had nothing in the beginning, save for a mind that is strong enough to manifest its desires. By using this power and creating opportunities to build their dreams, they have been able to create a world of their own design and liking. Wouldn't you want to be like them?

This ability is already inside every human being on this planet. It is only unfortunate that for many of us, it remains untapped, a source of such great potential for power that often goes to waste due to the lack of use or abuse. Once you realize that this ability exists, you will be more capable of finding it and using it to create your own opportunities.

The power of manifestation, despite appearances, is a practical means with which to live our lives, especially when everything else is temporal. Find the one thought or idea that shines brightest in your mind and project that into your life to encourage it to manifest itself and produce wealth and power that you so richly deserve.

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[Learn More](#)

on the
course “The
Secrets to
Manifesting
Your
Destiny”

Everyone has the ability to manifest everything that they want in life with the right attitude. [Listen](#) to a sample.

In this program, you will learn how to create anything you want in life, whether it’s love, money, improved health, a better job, or anything else you want or need. [Listen](#) to another sample.

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Your Inner Wisdom

If only life had a rewind button... then perhaps all parents in the world today would be able to look back on their kids' lives and nod, satisfied at what they have taught and how they have equipped their kids for their future. Unfortunately, there is no dress rehearsal when you're living your life and very often, the examples we set are the very same things that will determine whether our children become better adults or not.

Here are my personal tips on becoming a great example to kids, gleaned from my years of observation and experience:

Walk the talk

A sage once said that you have to be the change you want to see in the world. If you want to be a great example to kids, don't dwell on the theory. Show what you want through action.

If you want kids to behave in a certain way, lead by example. If you want them to be more open to you, encourage it. If you want them to be more tolerant of other people's beliefs and behavior, show it. It's a lot easier for kids to follow your example if they find it manifested in your day to day activities.

Maintain honesty

Don't underestimate the intelligence of kids. If you use lies to make them perform in a certain way, you can only lead them on for so long. Sooner or later, they will find out about the truth. When they do, they are more likely to view every other statement you make afterward as a form of deception and you will find it extremely difficult to make them believe you again.

Set clear rules and stick to them

Kids will benefit when exposed to consistent authority, where they'll learn to do better than to try to bend the rules. If there are times when you yourself question the integrity of a set rule, pause and think how it will affect your dealings with your kids. Often, it's a lot easier to just give up and give in but you might be placing yourself in an awkward situation where your very own authority will be questioned later on.

Be accepting

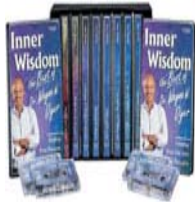
Kids are sensitive to rejection and can smell a negative response a mile away. During times when emotions are raw and running high, you would do well to set an example by being an adult who can offer understanding instead of judgment and give confidence instead of criticism.

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Take responsibility

Children learn, during the early years, many of the coping skills they will need in adulthood and one of those skills is knowing how to take responsibility for their actions. When children see you as a dependable individual who can perform what is expected of you, they will treat that as a positive example that they, too, can be as trustworthy whether or not they performed well.



[Learn More](#)
on the course
“Inner
Wisdom”

Listen to [attitudes of gratitude](#) and realize how Inner Wisdom can make the big difference in turning your life from one of mediocrity into a life of fulfillment.

Listen to a sample on [generosity](#) and turn your life around towards prosperity and success.

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The True Secret About Life

by John Anderson (Spiritual Wealth Coach)

‘The True Secret’ – Its Time to Forget Everything You Ever Thought You Knew About Life!

I loved the movie [The Secret](#) because it demonstrated with clarity how I could really attain the beautiful things in my life that I truly desired. However there was no real ‘me’ who watched the Secret, to desire those things.

The truth is that ‘I’ is a concept made up by mind.

The idea of ‘John Anderson’, with my history and my past, is completely made up. Let me ask you a question – “where else do ‘you’ exist? “You with all your characteristics, history and personality, other than in your thoughts?”

It is all just a play of the mind. You cannot point to ‘you’. You can point to a bag of flesh and bones. But that’s not “you” either, it’s just flesh and bones.

Perhaps you are something that is separate from all that. If I drop the idea that I am ‘John Anderson’, with all my past memories, future hopes and ideas about myself, what would remain?

...Nothing but Pure awareness

And in truth this awareness stretches on and on for eternity, for how could it end? This awareness is the infinite Source of the Universe. **And that is who you really are.** You are **not** the thoughts and feelings that you have imagined yourself to be.

You are something much deeper. You are infinite source.

Why then have we adopted these personalities in these bodies? My theory is that we have arisen in these bodies to express ourselves as the Highest Beings we can be. That is to express the very best of ourselves.

Without the vehicle of our bodies we could not experience love in action – we could only ‘be’ love. Without being in our bodies we could not experience the profound feeling of wet grass on our feet in the morning, or our lover sprinkling our face with kisses in the evening...

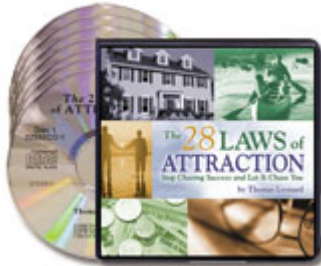
We would be deprived of all these experiences. And most importantly we couldn’t experience the tremendous feeling of being able to bring ourselves to be new highest visions of ourself.

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And that is why our Soul Awareness played the game of arising in these limited bodies – to express itself in the highest possible way. So here is my challenge to you – become the greatest being you can be on this planet – act with love, dignity, courage and compassion on this earth - while remembering always it just a game.

For you are not your body or your mind you are pure Source consciousness.



“Thomas Leonard is the found of Coachville, the world’s largest association and training school for Personal Development and Corporate Coaches.

Learn more about attracting what you want into your life and how to utilize “[The 28 Laws of Attraction](#)” to manifest whatever you want in your life.

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Online Education & Success

Internet Business Where Online Education Equals Online Success

Before we begin, let's get one thing straight. Most people want something done, they don't want to know how or why, they just want to have it done. This isn't what this article is about. This is about you starting out successfully so you can take control of your future and create a business you love and that gives you everything you need. No one is just going to hand that to you and even if they did, do you really think you could keep it successful for long without the internet success education you NEED to have?

Let's face it. Using the internet as an investment vehicle is one of the fastest and least capital intensive strategies for being able to be exposed to a huge amount of potential clients and operating your own internet business. We are talking millions if not billions of people who use the internet each day to search for information, products and services. So why isn't everyone a millionaire? It's quite simple to explain. Some products fulfil a problem a lot of people have and others don't - Research and the quality of that research is everything!

If you are going to sell or promote anything on the internet, you want to make sure you are different, that is, you are different in a way people still want what you offer. People really are profound creatures, our wants and needs change on a day-to-day basis, but you'll be surprised how easy this is to monitor online.

To make sure you are taking the right steps towards your business you need to ensure that you have the best tools at your disposal to validate any idea's you have or any feedback you receive.

The process is quite simple, but the results can be profound.

1. You, as the entrepreneur, have the spark, the idea that births your business.
2. You need to test this idea using expert tools - Wordtracker shows you what people are searching for online.
3. Create a definition of your target market - Create a 1-2 page profile of your customer. Describe everything.
4. Create your website and content and be prepared to make changes until it's perfect.

Always remember, that as the entrepreneur, your education is paramount. Surround yourself with people who understand your industry, by joining associated clubs and associations.

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Subscribe to a few experts newsletters and subscriber lists by visiting their websites and entering your name and email address.

Adopt mentors for each phase of your business growth. You will know when you're ready for the next mentor. A mentor doesn't necessarily mean someone in a physical body. They can be found by purchasing books, doing courses or attending seminars by people who have excelled in an area you are getting started in.

Prepare yourself for becoming a business owner by understanding project management, leadership and delegation. Start practicing the art of management. You can't do it all yourself, find assistants and experts that you can give small tasks to until you can confidently give them larger tasks.

So if you're looking for action steps to take to get online success, lets recap on what we have discussed.

1. Know what you want to achieve in your business, your mission statement.
2. Research to discover if your idea is business worthy, by using tools such as Wordtracker and Competition analysis
3. Continue to educate yourself with experts and mentors and their resources
4. Be prepared to work with others

My intention is to galvanise you into action, to get you passionate about your new adventure and to have you move confidently from one phase to the next. Just get started today.

What would you like to spend your precious time doing?

What would you enjoy reading, writing, talking and consulting about?

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Your Online Productivity System

Wanting to leverage your time? Automate your internet business? Or simply squeeze more results from the team you already have?

Making the decision to systemize your business is done after the excitement of being in business has worn off. Its often when the business owner has come to the inevitable realization that they have created a new job for themselves, when they find themselves doing everything. Customer service, website management, content, marketing and on and on it goes.

STOP! My head hurts!

We really need to systemize when we start out. This advice is to be used in conjunction with all other information you have on running an internet business. Add this to the folder that says 'important', because seriously, if you're not doing it now you're in for a rough ride the moment business starts to grow, if it does at all.

So don't ever forget this statement. You only have 8 working hours in the day and so does everyone else on your team. Spend your time on the top 20% of those tasks that only you can do, and delegate the rest to trustworthy, high quality and an reliable member(s) of your team.

For example - I have three Virtual Assistant's and they do everything for me apart from writing my books, speaking at events, consulting other businesses and planning my next moves.

Mind you I still write a lot of emails to my VA's but that will be changing as I'm looking to get a Personal Assistant to manage the VA's and most of my 20% as well.

Very exciting times. But enough about me.

How can we get this for your internet business?

If you're starting out, an inexpensive resource is a product by Randy Charach who presents an excellent beginner's [internet marketing crash course](#) which could play a very big part in helping you begin your quest for internet marketing success.

[Dan Lok](#) is another internet marketing teacher who I take great notice of. He's like the Bruce Lee of the internet marketing world, and his teachings for those starting out online, and also advanced marketers, are excellent.

Write down a list of tasks you do each day to grow your business. In another column write down the tasks you enjoy doing - your strengths. Write down a list of all the tasks that need to be done by the end of the month (next 30 days) More will come up but this is the basis.

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Be prepared to continue to add to the mega list, but only do the tasks that you either enjoy doing or considered to be your core tasks.

Look over the mega list and group the tasks into the following roles.

1. Legal & Finance - Keeping financial and all legals up-to-date.
2. Programming - Technical work.
3. Planning - Marketing research, competition analysis and future gazing.
4. Content - Writing for articles, website, books all writing
5. Online Marketing - Traffic generation techniques - PPC, SEO, Articles, Affiliates, Video & Audio
6. Product Development - writing, consulting, speaking

Of course design your own method, but these are the general departments provided in most medium to large organizations.

To be the owner of a multi-million dollar business start behaving like one from day one today.

When it's time to hire your first assistants - be prepared to take time and train them to do things the way you want them to be done.

You need to be very specific when you begin delegating each task. What you want, when you want it by and what you want it for. Train them until they can do it blind folded.

If you want positive results, then you must expect positive results.

Like any productivity system, each role has to be assigned a ROI figure, the expected return on investment, Ensure that you have a common definition of what productivity means and have it agreed upon by all the members of your team. For example productivity in simple terms means:

The delivery of excellence - the work paid for yields results 3 to 4 times what was paid for it - minimum. Some tasks can't be measured in this way as they contribute to the final productivity tally. But the results of each 'big task' can clearly be seen by the revenue that's created.

It can be difficult to get team members to agree to this as people can be intimidated by hard and fast ROI expectations, so in the beginning simply 'train' them into thinking with ROI in mind. It certainly is a far more rewarding mindset for all concerned.

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Working with a team allows you to focus on what you all enjoy doing by giving them tasks they love doing. Think in terms of business systems and you'll see your business in a whole new light.



To learn the inside secrets of how to develop a simple, yet extremely effective online, information marketing business that “Pre-Sells” you, your service or products...

Simply visit www.Digital-Business-Architect.com and enrol in the 10-Part Online Seminar by Adam Price.

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