

A Timeless, Tried and True Formula for Achieving Big Results

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By Gabriel Nijmeh

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Reflect back on some of your greatest success and achievements.
How did you think? Act? How did you get there?

You started off with a dream or a vision that caused you a
burning desire. You know it, feel it— that gut feeling is telling
you to do it, jump into action. Like a tiger eyeing its prey with
pinpoint focus. I bet you have felt this way before.

Do you recognize these three personal drivers: Thought, Desire,
Action. These drivers are within you, ready to be explored and
developed. All three attributes go hand in hand in achieving the
goals you set for yourself. Achieving the success that you want
is a mindset, an attitude that you need to continually nurture
and develop. It is a never-ending process that allows us to keep
improving our lives.

Can you do it yourself? You are not alone.

It's important to surround yourself in a positive environment
where growth, encouragement and success is unbounded and
championed. Negative thoughts taint your mind causing self-doubt
and second-guessing of your thoughts, desires and actions. No one
has the right to kill your dreams before you've had a chance to advance them.

Also, don't get caught in a mind trap that I call "thoughtless"
thinking. What do I mean? Your thought patterns become routine

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and automatic. You do things the same way, over and over because that is what is expected and that is how it has always been done. This is the easiest way and fastest way to get stuck in a rut, never to advance.

Progression will never occur when thinking becomes stuck on a narrow track. You need to break out of that thought process and allow yourself room to think and grow.

The rise of the Internet is a great example of how dreams and vision were explored and played out. Sure, there were quite a number of failures but these failures are lessons that have become the next thought form. Without trying and expanding your thinking, how will you know if you will ever achieve success?

It's only natural to want to get a feel for things and to build confidence. Start small and start slowly but make sure you get started.

Let's now take a closer look at the three drivers that we have all experienced and continue to use in our lives. Embracing these three drivers will continue to bring success, happiness and an abundant life.

Thought

This is more than just thinking about what you want; saying that you want to be rich, or you want a better job is not enough. Everybody has those thoughts. You need to visualize and imagine it. It becomes a part of your existence and the image becomes clearer and specific. Your thoughts and dreams shape your creative thinking and ideas. Allow yourself to think freely and without limitation. Thought is a powerful tool used to generate ideas that will guide you through the path of success. How else will we advance if no new thoughts or ideas are born.

Desire

Desire is the means by which you drive your thoughts into action. Without desire, putting your thoughts into action can be very difficult or even impossible. If your heart is not in it this will come through in your actions and behaviour. We have all experienced this sort of feeling and we find ways to get out of that rut and rebuild our passion and desires. If not, you really need to dig deeper and seek out what will fire up your burning desire!

Desire will fuel your faith, commitment and belief in yourself and what you have set out to achieve. For whatever you desire is about seeking fulfillment and self-improvement. When you want something bad enough, you should be able to see it with laser focus. You just know that you are on the right track and you start developing an action plan to get you where you want to go.

"A person must not only think, but his personal action must supplement his thought" Wallace D. Wattles – The Science of Getting Rich

Action

This is where it all comes together– your thoughts and ideas drive your desire to act. Taking action leads towards the outcome you have dreamed and visualized. Is it always easy? No. A lot of people fail or don't get exactly what they want but the power of

dreaming, adapting, learning and seeking fulfillment will guide you to the right place.

Positive experiences will help break out negative or skeptical feelings and will help you believe that you are capable of great things.

Your success formula: Thought + Desire + Action = Results

Have faith, purpose and courage.

Gabriel is the editor and webmaster of The Money Advisor –<http://www.the-money-advisor.com>. He believes that everyone is capable of controlling their financial destiny with the right combination of rich thinking and smart action. The Money Advisor, a knowledge network of people, articles, tips, e-books and ideas about making money, saving money and building wealth!

Do You Know Your ABC'S?

By John Colanzi

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If you've been in business for any period of time, I'm sure you've heard of the KISS Formula and the AIDA Formula. I'm not sure you've heard of the ABC formula.

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I have a daily study plan and I don't remember it being mentioned in anything I've read online.

So what is the ABC Formula?

A. Always

B. Be

C. Closing

ABC is the reason for every move you make. If it's not, it should be.

The old saying is still true. Nothing happens until something is sold.

The internet is like one giant chess board. Every move you make, whether it's a lowly pawn or your powerful queen is designed to move you closer to checkmate.

What is checkmate?

Closing the sale.

Every newsletter you send out should show a profit.

Every email course you offer on your site should have the potential for making a sale.

Every free ebook should have a link you can profit from.

Every single move you make, must be geared towards making a sale.

Closing the sale should be as natural as breathing.

It took me a long time to learn that.

If you're serious about your business, learn the ABC Formula.

Always Be Closing!

John publishes the "Street Smart Marketing" newsletter. To subscribe

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