

What others are saying about...

A Champion in the Making



“Dan Kuschell’s approach will have you feeling as though you’re talking to your best friend. His ideas are shared in a simple, practical way that will have you believing in your dreams again and give you the steps to take action and produce massive results in your life.”—
Mark Victor Hansen, #1 New York Times Best Selling Series Chicken Soup for the Soul®, Co-Author The One Minute Millionaire

“... Full of time tested proven strategies you can use immediately to get better results. Use it. Apply it. Step on your own accelerator!”—
Brian Tracy, Author, Focal Point

*“I have participated in over two dozen programs and I can honestly rank yours at the very top. You offered excellent content in a clear, concise manner. You responded to questions directly and succinctly. Great job—Well done.”—*John Fawley, New Wilmington, PA

*“Thank you so much for your inspiration. As a goal coach, I often push people quite hard - and I push myself even harder. Your insights have made me sit back and take stock for a second. I will be rethinking how I present the 'achievement' portion of my programme. Keep up the good work!”—*Mindy Gibbins-Klein, Life Coach, United Kingdom

*“I am listening! You do inspire me! I love your book! I still go over some parts over and over again. Thank you, Thank you, Thank you for what you do. I truly appreciate it! I try to listen everyday to see what I can learn for the day.”—*Fred Rodriguez, Buckeye, AZ

“You shared so much powerful information with us - I’m not sure everyone even realizes the magnitude of what was shared. I pick up something new every time I hear you.”—
Bernice McLennan, Wealth Coach, Victoria, BC

“Dan’s coaching skills are remarkable, as well as his patience and genuine interest in my success. His knowledge and experience in business coaching is amazing. He is dedicated and committed to make me comfortable, confident, and prepared... He is a living role model which I highly recommend.”—Rhoda Moyer Searcy, Entrepreneur, DC



“I’ve been able to double my sales production as a result of what I learned at the training. In addition, I’ve been able to increase my confidence and communication skills to know I’ve got a secure future for my family!”—Scott Waite, Tempe, AZ

“Your program was VERY helpful and I’m much more confident in getting the outcome I want. I’m looking forward to your future programs. Thank you for sharing your awesome knowledge.”—Dr. Grace Syn, Chiropractor, Los Angeles, CA

“Dan Kuschell grabs your attention and won't let go! He uses wonderful stories and practical how to steps that work!”—Mark Mayberry, Co-Author, In the Company of Entrepreneurs

“What an ah-ha! What a relief to get back to the basics that have been the core of my success most of my life. Thank you.”—Dru Bloomfield, Real Estate Agent, Phoenix, AZ

“It was awesome! Very enlightening and powerful. The way you put it all together, just made more sense! I love it. Thanks for making a difference Dan, thanks for sharing with me and others. You are truly a blessing and gift from God.”—Deb Thompson, Wealth Alliance, Phoenix, AZ

**In Your Life, Business,
and Relationships!**



A Champion
in the Making

Awaken the champion within your life!

*... Awakening the Champion within your life, your business,
your relationships, your organization...*

...Catch the Vision. A Champion Vision.

Dan Kuschell

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in dedication...

I am dedicating this book to the angel of my life Alisa, who has watched these transformations while I learned the hard way.

It is often said that behind every great man, there is a great woman. I am so grateful for you being a part of my life, my growth, and being there to watch all of this unfold.

She has been my inspiration, my strength, my support and lives by the principle that real love is commitment even when it is not easy.

Thank you, Angel. I love you.

acknowledgements

I wish to thank all those people who have been instrumental in helping make this book a reality.

My friends at UBS, thank-you for being my editors and readers.

Thank you to the thousands and thousands of people I have been able to meet over the last several years. Without your commitment, effort, and belief, none of this would be possible.

Mr. G, thank-you for creating a winning environment to develop talents in people they never knew they had. The legacy of greatness will live on.

Thank you to my incredible friends - Rick Bern, Jerry Brodeur, Gregory Chronis, and Joel Tolle for their very special friendships and watching these events unfold together.

Laura Rubidge for believing in this scared, broke, insecure kid and taking him under her wing and showing him how to really live – with passion, integrity, and love. Words can never express how grateful I am for all she has done. Without her, none of this would have happened.

Thank-you God for the power, grace, and blessings that You have brought into our life.

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introduction

Awaken the Champion Within You...

IT DOESN'T MATTER WHERE YOU'RE AT TODAY. IT DOESN'T MATTER WHERE YOU'VE BEEN. IT ONLY MATTERS WHERE you want to go.

Where do you want to go?

This is a defining moment – and either you define the moment or the moment defines you.

What would it take for you to let me help you become the Champion in your life that you deserve to be?

What if I provided you with a simple specific game plan that you could immediately apply to your life that has been proven to create results – to increase confidence, financial stability, self-esteem, personal growth, health, quality relationships, and independence?

Does it sound too good to be true? It is NO JOKE!

What if I showed you how to make the transformation in a few minutes per day?

You may realize that we spend 14,000 hours in grade school and high school – not including college.

In all those hours, how many were spent learning about making money? Relationships with the opposite sex? Health and vitality? Nutrition? Raising kids? Setting Goals?

Are these important in our everyday life?

What if I promised to be your “Champion’s Guide” for every step of the process – helping you discover your true unlimited potential, helping you stay on track,

prepare for setbacks, and everything I can do to help you achieve your objective of becoming a Champion?

What if I promised to show you how to reach your potential – mentally, physically, socially, spiritually, emotionally, and financially – while maintaining or increasing the balance in your life?

Imagine in 4-8 weeks from today experiencing the confidence to do all the things you've wanted to do, having the certainty of your inner self to have the life you really desire.

Are you willing to let me be your guide?

When you answer "Yes" to that question you are setting in motion a ripple effect that spreads from our inner self, to our home, to our cities, to our states and soon the country and even worldwide.

You have the power within you to change your life!

There are many books that exist that are great "How to" books. They certainly give you a road map and a path to follow. The difference is, "A Champion in the Making" will not only give you a road map, but also a vehicle to reach your potential in your life.

It doesn't matter where you're at or where you've been.

It only matters where you want to go.

Each of us has been granted an incredible gift called life. What we do with it is our GIFT back.

Most of us do not like rules. Neither do I.

Therefore, I'm not going to throw a bunch of rules at you. What I am going to suggest is the best way to get the most out of this book.

I know that's what we all want. We all desire to be Champion's.

We all have heard that the shortest distance between two points is a ...

... straight line.

The format of the book will give you the ability to go from point A. to point B. in a straight line.

How would you feel in a matter of weeks being able to approach your fullest potential? What would it be worth? How much more fun and enjoyment would we all have?

Life is a journey. Let's enjoy the ride and get the most out of it.

Your results will be best accomplished if you proceed in the following manner:

1. Read the book cover to cover
2. Do the exercises in Appendix A – Designing your life: Goals

3. Do the exercises in Appendix A – Daily exercises.

We will establish a blueprint, a foundation, and build a life as a Champion.

Here's why: What's the most important thing you do before any building or structure is built? A Blueprint. Step 1 gives you the blueprint to take you from where you're at to where you really want to go. Step 2 lays the foundation. Without a good foundation, what happens to any structure? It's imperative to get a solid foundation. Step 3 allows us to build the life you really want.

How big do you want your life to really be? What do you really want to be remembered for?

God gave us a gift called life. What could you do with it?

If God handed you a brush and a canvas today and said, "Paint your life the way you really want it."

What would you paint?

Would you get the colors out and be creative, or would you paint an existence?

The American dream is ALIVE and WELL. Most people look outside themselves – looking for the quick fix, the thing that will make them happy.

The American Dream lives *inside* each and every one of us. What would it be worth to live every day – to seize the day, to experience the God given right of liberty and the pursuit of happiness?

We have the chance to do something special. We have the ability to not just dream big dreams, but to achieve those dreams. We have the ability and responsibility to make a difference.

We have the ability to be a Champion! A Champion within, a Champion in our homes, in our cities, in our communities, in our state, in our country. You deserve it.

When would be the best time to claim our God given privilege?

It's time. Let's have some fun together. Enjoy the process.

—Dan Kuschell

Double Your Income and Time Off?

DO YOU HAVE WHAT IT TAKES TO BUILD A LIFE FILLED WITH WEALTH, HAPPINESS AND PROSPERITY?

How would you like to have personal guidance from Dan and his personally trained experts to give you the secrets to increasing your income, happiness and profits? Please go to: prosperitybasedliving.com/protege-app/index.php to log on. Take the confidential online test/survey to get Dan's recommendations.

Please answer the questions honestly. Once you have answered the questions, Dan and his staff of advisors will follow up with a response to help you increase your results and bottom line!

PLEASE NOTE: You can also get instant feedback if you call our office at 1-800-211-4580. One of Dan's personally trained advisors will walk you through the survey to give you the best recommendation(s), and have you on the way to increase your income, sales and bottom line.

“Every man dies. Few men truly live.”

Mel Gibson as Baldwin Wallace

in the movie *Braveheart*

one

Awakening the Champion...

I REALIZE THAT YOU MIGHT BE ASKING, WHY SHOULD I READ ANOTHER "SUCCESS" BOOK? WHY SHOULD I READ THIS BOOK? LET ME SHARE WITH YOU WHY I WROTE THIS BOOK.

I have spent many years as an athlete, a coach, and a business owner. During that time I was introduced to the world of personal growth. I owe a lot of my success to #1, God's blessings, and #2 the personal growth industry. In my quest to learn I've studied numerous authors, various philosophies of success, and attended close to 100 paid seminars. During this quest I've learned some incredible things, some which I understood and many things that I did not-- at least not initially. Have you ever heard that the teacher will appear when the student is ready? Well, I can share with you that there were things that in some cases I didn't understand for years. I've read the classics-- Think and Grow Rich, The Power of Positive Thinking, How to Win Friends and Influence People and close to 100 others... I've seen the likes of Tony Robbins, Peter Lowe, Zig Ziglar, Tom Hopkins, and many others...

A Champion in the Making is an attempt to take a lot of incredible information and break it down to a simple way for anyone to understand, whether it be a high school student, a top performing athlete, a high level executive, a blue collar worker, a new sales rep, a seasoned veteran. In other words I believe that *A Champion in the Making* is more than just another book about success. It's a philosophy; it's a way of life that is designed to have you be a champion in your life, a champion with your spouse, a champion in your relationships, a champion with your kids, a champion in

Awakening the Champion

your career, a champion in your business, and most importantly a champion to YOU!

Let me see if you can relate to where I came from and what's happened since I adopted a philosophy that 's proven to work for young and old, short and tall, skinny and burly, average and wealthy... a philosophy that can change your life. In fact, I challenge you to follow the steps that I go through and prove that it doesn't work. Why? That's how I got started.

two

Champion in the Making

I WAS BROUGHT UP AND RAISED IN THE INNER CITY OF SOUTHWEST DETROIT ON HONORAH STREET AS A BOY. MY PARENTS TAUGHT ME SOME INCREDIBLE VALUES GROWING UP. MY DAD ALWAYS INSTILLED that we could achieve what we wanted-- if we worked for it. We didn't have a lot of money. There were times that our family was on welfare, times we had some real struggles, but we had a lot of love in our family. My dream as a kid was to play pro baseball. I was blessed with some talent and was pursuing that dream when I tore a rotator cuff in my shoulder during high school. The dream of million dollar contracts, success, and getting out of the city slowly faded. I ended up playing college baseball and then out of love for the game was able to help as a hitting coach for the college. It was very fulfilling and fun, however, not very rewarding financially. My education was in teaching-- secondary education and when it was said and done I ran out of money to be able to continue college. I went to work with a company that worked in promotions and marketing to make ends meet. It was there that my interest in personal growth started to grow.

My boss actually told me that I would never be able to be successful in sales because my teeth were crooked. I was convinced he was wrong. I began pouring into any self-help book and tape I could get my hands on. I started to make some changes, mostly in what I believed. In fact within a few years I was confident that I could start my own business, so I did at the age of 22. After a few months of making the commitment financially and getting started one of the business partners emptied our bank account leaving me penniless. I decided that that wouldn't stop

Champion in the Making

me. I maxed out my credit cards, financed every penny from my house and continued on. Within 7 mos. my new business partner who was the sales specialist in client acquisition had not gotten any clients. By the eighth month I was losing the house to foreclosure and car to repossession. It was at that time I ended up getting a job at a local health company promoting fitness. I worked extremely hard and had the urge of success and independence in my blood.

I was bombarded with several business opportunities during that time. I decided that everyone was going to make me rich. I made the commitment; I knew my check was just a matter of days from showing up. You can probably guess the rest of that story. After 4 business opportunity failures I decided to just be satisfied with the paycheck I was getting. After all it was a steady paycheck. After all, at least it was paying my bills. So I just went to work. I got in a rut. All the big dreams I had were slowly fading away. My credit card debt mounted, my home went into foreclosure, my car went into repossession. I kept my head down (in the sand) convinced I was destined to be mediocre. About 9-12 months later I had found myself as far from my dreams as you could imagine. I was partying every night, drinking 12-15 beers 5+ nights a week. I was smoking about 1/2 pack of cigarettes a day. I found myself attracted to the "bad girl" type and figured it was just best to settle. A friend of mine who I'd worked with called me and let me know that he had interviewed with a company that he thought I might be interested in. In fact, he explained to me that in addition to the business opportunity I would meet some good people. That got my attention. I was tired of the environment I was in. I was tired of wearing myself out with all these "cool" habits. I'll never forget that afternoon for the rest of my life.

My friend Brad had introduced me to the company and when I went in the office I met a few people who were just extremely genuine. The initial person I met, Bill, was one of the nicest people I had ever met. He was new with the company. About 20 minutes later I was introduced to Karl. What could I say about Karl? He was in an Italian suit, nice jewelry, and nice guy. To top it off, he had graduated from University of Michigan with honors in Engineering and had left that career to work with this company full time. That got my attention. We talked a little bit and - as a result of what I had been thru - he suggested that I attend a company training that was happening 2 days later. I considered. The only problem was this company was another direct marketing company where you purchase inventory and build a sales force-- another business opportunity. I was intrigued though. Two days later I

ended up at a company briefing where I was formally introduced to the concept of the company.

It was amazing-- although I didn't tell anyone else I thought so. I was still recovering from the previous companies. I was skeptical, jaded, and hesitant. After seeing that Friday night I took some steps to cautiously evaluate the company and 10 days later ended up at a training in Chicago at Karl's suggestion to meet an incredible lady named Laura Rubidge. I was amazed. They spent two days teaching every aspect of this business, what to do, what not to do, A thru Z. It was the most specific how to training I had ever been to. I decided to get started with the company. I walked away from my job and started in the company full time. I was not a quick study, by any stretch. I did ok getting by for a couple years. I have to admit though, I was really good at selling. I mean really good. I was good at selling my car, my stereo, my bed, my nightstand, and my living room – just to stay afloat. I was obviously not a natural. I started to get stability after about 8 months in the company, but there was still something missing. I thought it was more training.

I made a commitment to go to 2 trainings per month - which averaged \$500 per training. Could I afford it? No. I figured that's why I needed it. So I went to training after training after training in my pursuit to get rich. Did I get rich after a year? No. But I ran after it. I chased it. I knew I could do it. Did I get rich after my 2nd year? No. But I chased it. I ran. I went to trainings to learn the secret. There had to be something. I knew I would learn it. Did I get rich after my 3rd year? No. 4th year. No. I just couldn't figure out what was missing. It seemed that the harder I pushed to get rich, the further away it really got. In fact, *I was going broke trying to get rich*. A turning point happened sometime during my 5th year. I was just getting by. I was barely making it. I was on the verge of quitting. I decided to talk to Laura Rubidge personally. It was one of the scariest moments of my life. I'll never forget. She and I talked in her hotel room--I remember it like it was yesterday. I remember trying to get my "stuff" out. It wasn't easy. I still wasn't that confident in myself at this point. Finally, I mustered the courage and just as I was getting it out, the phone rang. She took the phone call from someone pretty important and said, "I'm in a meeting with one of our top people here and I have to call you back." I was in shock. Meeting with one of our top people? Who the heck was she talking about? Me? Are you kidding? I was overwhelmed. Finally I got it out.

I had what I think was a breakdown right there in her room. I lost it. I couldn't hold the emotions, the tears, the fear-- and I squeamishly explained my feeling that I

Champion in the Making

was going to have to quit. I don't know if you've ever seen the movie Tin Cup with Kevin Costner. This was definitely a defining moment. That moment changed the course of my destiny. After I got done soaking the carpet with my tears she had a heart to heart talk with me. Here was Dan Kuschell talking with Laura Rubidge-- the top, most respected highest producing rep in our company and she was taking the time with me. She took everything I had said and I remember her saying enthusiastically, "I've got an idea that will solve everything for you-- and will give you the ability to make the most of your abilities. Call me next week."

Can you imagine? Dan, the average results guy, cried right there in front of Laura Rubidge and she has an idea for me? Holy cow. Did I call her? You bet. I called and she explained that she wanted me to come to her area and work with her in her office. She said something like this, "I need someone who I know I can count on to run this area since I'm traveling a lot. With your help, I think we can get the office to the record production again."

What was she thinking? Me help her? Are you kidding? That phone call did it. You see it was that conversation that led to this formula for success that has caused my lifestyle to take a 180-degree turn...

three

Documentation Beats Conversation

WHAT'S HAPPENED SINCE I ADAPTED THE FORMULA WE ARE GOING TO COVER? WITHIN 90 DAYS I DOUBLED THE PRODUCTION OF SALES VOLUME IN THE COMPANY. I MADE AS MUCH IN 5 MONTHS AS I did in the previous 12. I went from an average producer to be in the Top 20 producers in the company. My organization expanded to 20 different cities across the country. I cracked the six-figure range for the first time. I learned how to live a life of balance. I made more friends. I had more fun. I inspired others to grow and develop. I have now built a business in this industry that has produced millions in sales. I have cracked the Top Ten in our company. I went from 229 lbs. to 191 lbs and kept the weight off. I have a better relationship with my parents. I met the girl of my dreams, the angel of my life. I have been able to contribute in the community. I have traveled to some of the most exotic locations across the country. I have been able to help out my parents financially. I have realized that when I look in the mirror that I am a champion.

What was the difference? That is exactly what this book is about: A simple, practical, easy-to-apply formula that could change your life. Has it been proven? Yes. Does it work? Yes. Can it work for you? Depends. Depends? You might ask. Yes. Depends. It depends on you. It depends on you making the commitment to you. Making the commitment that it's time to make a change. I'm not talking about a casual decision. I'm talking about getting everything you ever wanted in your life.

Would it be worth it to make the commitment for the next 30 days? Would it be worth it? I'll let you decide. It does take work. It takes effort. If you do nothing

Documentation Beats Conversation

different from what you're doing I will guarantee you something dramatic-- you will get nothing. If you do a little bit-- you're likely to experience a little bit. If you work hard on you; you're likely to get success. If you work harder on you then anything you've ever committed to and you to can have the chance to be what you want to be, to do what you want to do, to have what you want to have... so it's your choice. It's my belief that we were all born to be ... A Champion!

Everyday is a blessing. There are new chapters being added everyday as a result of these exercises. It is my goal that these exercises could impact your life in some small way like they have mine and thousands of others.

Let's begin...

In your opinion, what are the qualities of a *champion*?

Let's think about that for a second. In fact let me give you an example:

- Failed in business at age 31.
- Defeated in a legislative race at age 32.
- Failed again in business at age 34.
- Overcame the death of his sweetheart at age 35.
- Had a nervous breakdown at age 36.
- Lost an election at age 38.
- Lost a congressional race at age 43.
- Lost another congressional race at age 48.
- Lost a senatorial race at age 55.
- Failed to become vice president at age 56.
- Lost another senatorial race at age 58.

By the way? How are we doing so far? Is this person doomed or what? What's your take? Do you like the underdog? Me too.

In conclusion...

He was elected president of the United States at age 60.

Can you imagine - facing adversity so often? If it were most people would they have stood the test? What made the difference? What was the ingredient?

By the way, this is an example of one of America's greatest leaders ever. Who was he?

Abraham Lincoln.

Amazing isn't it? The difference will never be where we're at today. It's where we're going. What's the commercial say: "Where do you want to go today?"

I'm thoroughly convinced that we deserve success. We deserve the best. We deserve to get the most out of life. The previous example should be proof even in some small way that *it doesn't matter where you're at today. It doesn't matter your financial background. It doesn't matter what your education is. It doesn't matter what your resume says. It doesn't matter where you've been.*

It just matters where you want to go. Yes. Where you want to go.

Where do you want to go? Do you have a destination in mind? I'm not talking about a trip or vacation here. I'm referring to the incredible journey of life. It's important to have a destination of where we want to go, and then have a roadmap to get there.

Why a champion? Well, how did you define a champion? What do you visualize when you think of a champion? A Winner. A Super Bowl winner. An Olympic Medal. A World Series Victory.

I believe that we have the ability to master everyday--the ability to decide what we want. I've seen people talk about winning, becoming a giant, being the master of success, achieving financial independence, achieving great relationships, building a successful marriage, building a successful business, etc...

I'm convinced that all these results occur as a byproduct of acquiring the characteristics of a champion. Why? Because, I believe that life is a pursuit rather than a target. What is it that all sports teams are trying to become in their fields? A champion. Not just a winner. Not a giant. Not financial independence, etc. Rather, these things will happen as a result of becoming a champion. A great example of that is the quarterback of the 2000 St. Louis Rams Kurt Warner. He got all these things as a result of becoming a champion, yes?

Now, is being a champion a sometime thing? I don't think so. I think it's an all the time thing. It's an everyday thing. **It's the little things we do each day that create the qualities of a champion.** It's the little things we don't do that cause mediocrity. My mentor used to say that the difference between wealth and poverty is just a little bit... a little bit more effort... a little bit more time... a little bit more

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commitment. I think that the same thing holds true about becoming a champion: a champion everyday of our life. How would it feel to know beyond a shadow of a doubt that you are a champion every day, 24 hours a day, 7 days a week? A champion at home, a champion at work, a champion for your spouse, a champion for your kids, a champion in your community, a champion in your life. How would that feel to you?

Now we're moving, gaining speed -- full speed ahead, as we head into the first corner. It's an incredible feeling to unleash the Champion within us. Soon we will explore...

four

The Shortest Distance

SINCE WE REALIZE IT DOESN'T MATTER WHERE WE ARE AT TODAY, AND IT ONLY MATTERS WHERE WE'RE GOING, WHAT WOULD YOU SUGGEST ARE THE TRUE SPECIFIC QUALITIES OF A CHAMPION?

I challenge you to think of many as you can before moving ahead.

Here are some to help you...

Honest	Intelligent	Goal-Directed	Responsible
Energetic	Committed	Grateful	Wisdom
Vision	Enthusiastic	Faithful	Patient
Focused	Decisive	Fair	Coachable
Teachable	Loyal	Self-motivated	Encourager
Pride	Humble	Personable	Kind
Punctual	Creative	Considerate	Experienced
Integrity	Positive Attitude	Resourceful	Understanding
Assertive	Disciplined	Optimistic	Inspiration
Resolve	Persistent	Achiever	Consistent
Work ethic	Sober	Will to succeed	Organized
Drive	Ambitions	Sense of humor	

In fact let's see what the dictionary says about a champion?

cham*pi*on [1] (noun) [Middle English, from Old French, from Medieval Latin *campion-*, *campio*, of West Germanic origin; akin to Old English *cempa* warrior]

First appeared 13th Century

1: WARRIOR, FIGHTER

The Shortest Distance

- 2: a militant advocate or defender <a ~ of civil rights>
- 3: one that does battle for another's rights or honor <God will raise me up a ~ --Sir Walter Scott>
- 4: a winner of first prize or first place in competition; also: one who shows marked superiority <a ~ at selling>

champion [2] (verb transitive)

First appeared 1605

1 archaic: CHALLENGE, DEFY

2: to protect or fight for as a champion

3: to act as militant supporter of: UPHOLD, ADVOCATE <always ~s the cause of the underdog>

synonym SUPPORT, UPHOLD, ADVOCATE, BACK.

How would you feel being able to live life with this definition in mind? It gives me the impression of medieval times-- chivalry, honor, courage, integrity; so many pictures come to mind. Have you ever seen the movie "Braveheart" with Mel Gibson? A Champion. How about the movie "Rudy"? A Champion...

So are you ready to take action in your quest to be a champion?

It's important to establish a base to build from. What kind of a base do we want? A base built on sand or on a rock? We need to know where we're starting. Most start at different places. Once we understand where we're at we can set a course. It's often been said that the shortest distance between two points is a straight line. Let's establish that first point. It's also been proven that the longest distance between two points is a shortcut. There are no shortcuts in life. The universe will see to it that we are on our way back to where we started if we look for the easy way, the shortcut, and the get-rich quick scheme.

What we're proposing here is not a scheme or a tactic. It's a way of life--a way of living abundantly in all areas of life. Let's begin the journey...

From the list previously provided circle the qualities that you possess currently?

Honest	Intelligent	Goal-Directed	Responsible
Energetic	Committed	Grateful	Wisdom
Vision	Enthusiastic	Faithful	Patient
Focused	Decisive	Fair	Coachable
Teachable	Loyal	Self-motivated	Encourager

Pride	Humble	Personable	Kind
Punctual	Creative	Considerate	Experienced
Integrity	Positive Attitude	Resourceful	Understanding
Assertive	Disciplined	Optimistic	Inspiration
Resolve	Persistent	Achiever	Consistent
Work ethic	Sober	Will to succeed	Organized
Drive	Ambitions	Sense of humor	

From the list provided write down the qualities that you don't possess yet?

Do you have your list? Good. Nothing else we will do or talk about will work without establishing this base concept. It's crucial. Would you agree that if you wanted to go out fishing that it would be great to have a solid boat without a hole in it? Let's make sure we've got the boat covered and we can cover the importance of getting a rod, bait, and tackle later. Let's get your boat in the water.

Now that wasn't that hard was it?

I had heard this for close to 5 years and you know what I did? I blew it off. If you remember back, it was evident in my results. I just didn't know it until I knew it. Have you ever heard the saying, "You don't know what you don't know, until you know what you don't know?" When I heard this initial concept I thought it was unimportant, somewhat childish to do. My attitude was, "I know what the qualities are. I don't need to write them down. I've got them all upstairs." Yeah right. They were upstairs alright – in the attic – gathering dust.

What made me realize I should do it? Do you remember that phone call from Laura Rubidge and the opportunity to work with her? That set the stage. Why? Have you ever met anyone that you'd give anything to work with? In sports it might be a Michael Jordan; a Tiger Woods; an Andre Agassi; a Steffi Graf; a Barry Bonds; a Joe Montana. In our business, there was no one I had ever met who had the qualities that Laura Rubidge has – mentally, physically, socially, spiritually, and financially. Was I excited about that call? Yes. Scared. No doubt.

The Shortest Distance

In fact, that call forced me to "have to" change. Have you ever heard that people will usually do something when they "have to"? When did most of us study for the final exam? Exercise? Quit Smoking? Get a new career? Commit to our relationship?

I believe that most of us do these things when we have to. She created my "have to". I didn't want this incredible lady who said, "...one of our leaders..." and go work with her and not be. In other words, I didn't want to continue going thru the motions, being a "fake". I didn't want to let her down.

I realize that some may be thinking, "I don't have anyone like that in my life to be accountable to." I appreciate that because I didn't really understand success. I thought I needed to be moved by someone. Now I realize that it's already within us.

Ask yourself this question: "Who do I know right now who can help me to stay accountable?"

Write it down: _____

Still having a challenge? How about a friend? A mentor? A teacher? A coach? A boss? A sister? A brother? A mom? A dad? Does that help? Who is one person?

If you really want to get the most out of your talent and potential I will encourage a "higher accountability." In addition to that one person, how about asking God to be your guide. How about being accountable to God?

How?

It's my belief that God gave us an incredible gift called life. What we do with it is our gift back. There is so much untapped potential lying dormant within us. What if you and I asked for God's blessing and guidance? What if we looked at each area of our life - mentally, physically, socially, spiritually, emotionally, and financially - and asked for God's guidance? What would God say about our life? Our habits? Our activities?

It was easy to say I'm going to quit smoking years ago. Did I? No. I starting asking myself, "Based on my commitment and given the seed of potential I have been gifted, how would God feel about me ... Smoking?"

That will put out some challenge. As a result, I quit and committed to being healthy. Has it been easy? No. Whenever I start to have a waning thought, I ask that question of myself. I have done the same with many areas of my life as well. I

have also noticed that many successful people have done the same thing whether they realize it or not.

What's your have to? What's the reason that will keep you going when you don't want to? It's going to have to be bigger than you. In addition to a "higher accountability", who else could you identify as your have to? Is it your kids? Is it your spouse? Someone you admire? Who would you pick besides you?

Read the following statements out loud as a Champion.

I am committed to my success. I love following thru on my commitment. I love being an example of a champion. I will commit. I will follow thru.

Now think for a moment – who am I accountable to? Who could I find?

Next, what would it take for you to get sidetracked? What would it take for you to give up on your dreams? What would it take for you to quit?

Hopefully the answer is simple. Nothing. I realize I may have set you up on that one. Here's something to think about. Have you ever heard of Thomas Edison? I realize that's a silly question. What was something he was famous for?

Thomas Edison **failed** to create the light bulb over 9,000 times. Think about that for a second. What if he would have stopped at 4,272? Where would we be today?

In the dark!

Can you imagine if he would have lost his "vision", his dream, and his belief of being a champion?

In fact, when they interviewed him about all his failure, he responded:

"I didn't fail. I found thousands of ways not to invent the light bulb." Different perspective isn't it?

What would be different in your life if you could live your life that way? In fact, what would you be doing right now, if you knew you could not fail? What would you do?

In fact, answer the following questions?

What would you do if you knew without a shadow of a doubt that you could not fail? What would you do differently? What would you do that would empower you?

The first time I did it I had the toughest time. I think I listed like 4 or 5 things. You may have done better than me. Either way is OK. We have to start somewhere. From everything I've learned from my mentors when we have small

The Shortest Distance

goals, limited goals and weak goals, we will typically get weak results. You probably wouldn't be reading this if you were looking to get average results.

Think about this for a minute.

Have you ever met people who are depressed? I don't mean this in an arrogant or rude way; I believe that one of the reasons people are depressed is because they are not excited about "achieving" – in other words they have weak or small goals. It isn't their fault. Most people have never been taught how to set goals – let alone achieve them.

Have you ever met someone with outrageous goals? How about someone who had huge goals? Chances are they weren't depressed. They were more than likely, excited and very passionate about what they did. What would it be worth to be passionate and excited 24/7? Would our lives be different? Positive or negative? What would it be worth to learn how to set and achieve goals?

Also, what would it be worth to give people the ability to change their lives? What would it be worth to meet someone who was depressed and give them this gift-- a chance to live life to the fullest, with passion and excitement? How would you feel to be able to make a difference in even 1 person's life? How about 10? How about 100? How about 1000's?

That's our quest with the Champion Vision. We can change the world. We can make a difference. Our vision is to help inspire others and share this incredible gift with others one by one making a difference. First, in our own lives, then in our families, then in our communities, then in our cities, then in our states, then in our country, and then worldwide. Our goal is to impact millions of people over the next several years.

How would you feel knowing you were a major part of that growth and progress?

It all starts here. It's so important we do this right. A drowning person can't save a drowning person. It starts with us. It starts with the power of ONE. It begins with you.

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The Game Plan

OUR NEXT STEP IS PRETTY SIMPLE. WE'VE GOT TO HAVE A GAME PLAN TO START BECOMING THE PERSON WE NEED TO BE TO BE A CHAMPION. HOW DO WE DO THAT? CAN WE DO THAT?

I know we can. However, there may be some who are skeptical saying, "I know about this positive motivation stuff—hogwash." Will I argue with them? In the old days - yes. Anymore? No way. There are over 250,000,000 people in this country. We don't need everyone. It's a whole lot more fun and rewarding to meet someone that is the right person--the type of person who's excited to make a change; The kind of person who's self aware that they should. Will that be everyone who we share this with? No way. That's okay.

It's my belief that "Thoughts are things." I didn't make that one up. It comes from many sources, including the book *Think and Grow Rich* by Napoleon Hill. It's this philosophy we will spend the most time with. Why? My life was and has been a reflection of my thoughts. How about you?

For example: Have you ever had a friend who always talked about the concern they had over their other half cheating on them? What usually happened? I bet the other half cheated. I've lived thru that one too.

Ever had a friend who constantly said I couldn't afford it? What was the result? Probably couldn't afford it.

Ever had a friend that said "I'm afraid of failing"? What was the result? Probably failed.

Ever known someone that was an athlete who was afraid to make a mistake or miss the shot? What was the result? Probably missed and made the mistake.

The Game Plan

I'm sure you have your own examples. What does this mean? The things we say to ourselves consciously and unconsciously create our life.

What has been the result so far? I know that some are doing great.

What could be improved in your life? What's missing that would have you approaching the life you really want?

It's my belief that the formula we're going to talk about will make the difference...

SIX

Why Winners Win & Losers Lose

IF YOU DON'T MIND, I'D LOVE TO ASK A QUESTION. WHAT IF THERE WERE A SERIES OF QUESTIONS THAT YOU COULD ASK YOURSELF THAT WOULD GUARANTEE YOUR SUCCESS? WHAT IF THOSE QUESTIONS would empower you in a way that would create dramatic results? What if you could have the ability to triple your income in the next 12 months because of these questions? Would you want to know what they were?

First, what kind of questions do you typically ask yourself—positive or negative?

I can only speak from my personal experience and maybe you can relate. I used to ask, why isn't this working? Why am I not getting the results? Why am I not as good as? Why don't I have the money? Why haven't I gotten more? What's wrong?

Do you have any of your own? Could there be better questions that could keep you on course in your track from point a to point b?

There are generally two types of responses. One type of person reacted. They may have even gotten upset. They may have popped. Another person responded to that same question.

What do I mean by respond? They had a positive response. Their attitude was "I'll do whatever it takes." Why is it that some people react and others respond to the same question?

The answer is based on our self-image or self esteem. Have you ever met someone who was hard to get along with? Got angry very often? Slammed doors? Blew a gasket? Gotten upset? Know anyone like that? I do. Intimately: just ask Alisa. I had a poor self-image. I let my environment dictate my mood and attitude.

Why Winners Win & Losers Lose

What is responding? It's everything that reacting isn't. It's about being confident, relaxed, controlled and a high self-esteem/ image?

So, if you had to honestly pick which one you exemplify what would you pick?

Circle one: **respond or react**

What are some of things that happen that cause us to react vs. respond? What can you do today to improve this to "responding"?

How would you like to solve it and offer that gift to others? What would life be like if we could help people become respondent? What would happen? What would it do for the quality of our relationships? Our kids? Our boss? At work? At home? In rush-hour traffic?

OK. Let's leave out rush-hour traffic. Just kidding. We can overcome any obstacle with ...

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A Champion's Quest...

SO WHAT WOULD BE SOME GOOD QUESTIONS TO ASK OURSELVES? AFTER 10 YEARS OF TRIAL AND ERROR WHAT IF I TOLD YOU I HAD COME UP WITH 3-5 OF THE BEST QUESTIONS TO GET THE MOST OUT OF YOUR LIFE? After you start to experience the joy of success you can certainly add more questions if you choose to. However, I would use these as a foundation to build from.

By the way, do you know anyone who also complains a lot? How about that doesn't smile or laugh very often? How about that "beats" themselves up with what they aren't? How about chasing away success?

Do you know anyone like that?

What would life be like if we could help people change these things? Again, what kind of difference could we make? For ourselves? For others?

Question 1: What am I grateful for in my life today?

The first time I did this I listed one thing that I heard someone on stage name-- in other words it wasn't really my answer. After about a week it was easy to list 10 things. After a few weeks I started to notice so many things: the beauty, the people I meet and the abundance we are blessed with. I actually got to a point that I could list a whole page of things. Since then, and for time management purposes I recommend narrowing it down to 5 -10 things. What kind of a difference would it make in your life if you really noticed all the things you are grateful for?

I am grateful for ...

Here's some to help you:

A Champion's Quest ...

I am grateful for...

1. A new day, a new beginning.6. Alisa's smile
2. God's blessings.7. Good health
3. My friendships.8. Abundance in all areas of my life.
4. Balancing my life in all areas.9. The social opportunities.
5. The ability to make new friends10. The opportunity to improve.

Question 2: What am I happy about?

The first time someone suggested to do this exercise I didn't write anything down and told the person who was mentoring, "I've got it up here. I don't need to write it down." My ego got in the way. My mentor explained that there have been studies done that show there is a direct relationship in success to those who write their goals and those who don't. I started practicing this technique and what was once a challenge, I now have to limit how much time I spend with the exercise. A door has opened up and it's like the energizer bunny rabbit – keeps going and going and going. Now, I keep it limited to 10 things. What would it be worth to find and live happy at any given moment? To have that control? What an incredible outlook.

Make your list ...

Here's a sampling to help you out. I also choose to write down the following:

I am happy anytime I...

- | | |
|--------------------------------|-----------------------------|
| 1. Think of Alisa | 2. Read the Bible |
| 3. Think of God | 4. Smile |
| 5. Say hello to someone new | 6. Reflect God's goodness |
| 7. Leave someone inspired | 8. Improve—personal growth |
| 9. Add value to someone's life | 10. Talk with my dad or mom |

Question 3: What have I done well today?

For many people this might be the easiest part of the exercise. By the way, can you feel your brain muscles stretching yet? I know mine are.

I had a very hard time with this concept in the beginning. I was notorious for beating myself up. How about you? Either way, this could be one of the most important parts of the exercise. It doesn't matter how big or how small. Avoid

playing the comparison game or the judgment game of what should be "good" responses. Go with your instinct. Go with what your heart tells you.

What have I done well today?

Here's another sampling to help you out:

- | | |
|---|-------------------------------|
| 1. Accepting God in my life | 2. Exercising 5+ times a week |
| 3. Reflecting God's goodness
in my actions | 4. Praying everyday |
| 5. Taking advantage of my
potential | 6. Reading |
| 7. Forgiving myself or others | 8. Smart money management |
| 9. Loving myself or others | 10. Studying the Bible |

These are pretty simple aren't they? Notice how simple each one really is. In other words, in the examples used, I think we could all agree that they were very achievable almost at any time. In other words don't limit ourselves with criteria or rules that we "think" should be made for each of these areas. How would it feel to know that you could find "anything" to be grateful for, happy about, and that you did well? Would that give you a chance to really live? I am so excited for you to find out how to live this way. There are so many things that we take for granted, and if we just stop and pay attention, there are so many blessings surrounding us everyday.

One of my mentors taught me that "**...the more you look and notice what you're grateful, happy, and proud of yourself for, the more you'll have to be grateful, happy and thankful for.**"

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The Difference Maker

THE NEXT AREA IS A BOOK IN ITS OWN. IN FACT THERE ARE MANY BOOKS ON THIS TOPIC ALONE. IT MAY BE ONE OF THE MOST CONTROVERSIAL AREAS OF SUCCESS AND WIDELY TALKED ABOUT areas in the "personal growth" industry. Please realize while we could literally dedicate an entire book on this topic alone, it was our goal to have a format that was simple and easy to understand for all backgrounds, ages and education levels.

I will not speak in terms of scientific data on this one. These concepts evolved as a result of me being a guinea pig to the "formula" and then applying them with thousands of people. I don't claim to have invented any of these philosophies. In fact they have come about thru trial and error and literally close to 15 years of self-education to adapt my own personal philosophy and systematic, easy to apply approach.

It is my belief we have many well-educated people. In fact we have a society that I believe is educated to believe that "knowledge" is the most important factor to achieve success. It has been well documented throughout history that education is not the link to "success", although it may be a component. Look at Thomas Edison-- 6th grade education. Henry Ford --5th grade education. Bill Gates-- College dropout. There is an ingredient that is far more important than knowledge--far more important than having all the answers, far more important than whether we get good grades. What is the ingredient?

Well, think of this for a second. Do you know of any people who have a PhD in a field? What kind of a "success" are they? Do they have the lifestyle and quality of life that we may want? Now, please realize that I'm not cutting anyone down here.

The Difference Maker

This is an observation that I've had. I've known several people who have their PhD's who are doing well. I have also met some that aren't doing well. My point is that being well educated DOES NOT guarantee our success. So, what does? That's a great question that needs looking at.

What is it that separates the champions from second place?

What is it that separates the successful and the wannabe's?

What is it that really makes a difference?

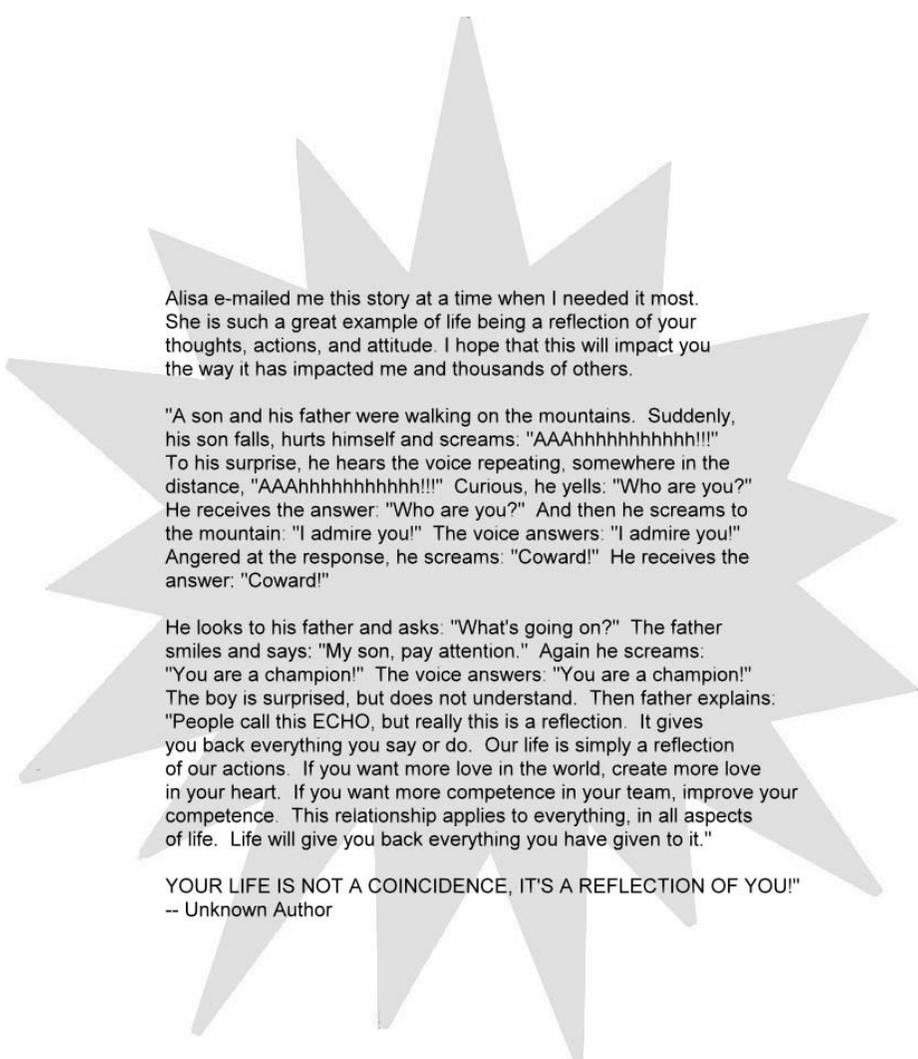
It is my belief it comes down to 2 things actually: ACTION and ATTITUDE.

Yep. It's that simple, and one of the hardest things to be good at for most people. The reason is that we're actually trained in our system of education in more cases than not--how to not think for ourselves and how to not make a decision. We're also trained to look at what's **wrong**. Think about it for a second.

Most of the tests we took in school were a memorization of facts - yes? Isn't that what we were really graded on - to regurgitate the facts and to memorize? I'm not trying to be controversial here. I am sharing an observation that many successful people verify. Isn't it funny that the facts we are typically memorizing were about someone who took action? In other words, we're memorizing someone else's great actions. If we learn to take action, maybe schools would be studying what we did.

I know, I know. Unreasonable dreamer stuff --just ask most people living in a sea of mediocrity. Usually in the little world it's a well-known fact that when a dreamer comes along, the little world usually laughs, mocks, criticizes and ridicules us. You know what? It's really not their fault. This goes back to how we're trained. Again in school we're trained at what's wrong with... the answer more than what's right. I remember getting my tests back and it was a score like minus 12, or minus 8, etc.. By the way, what color ink did most teachers use? Most of mine used red ink. It has been well documented that in addition to this idea that the average child hears 17 no's/what can't do's for every 1 yes/ can do. Wow. That's staggering. The average child has heard no over 10,000 times by the time they are 6 years old.

Now, look at our society. Look at the media. Look at the focus. In the majority of cases, what gets the most attention: positive or negative? For that reason let's look at how we control...



Alisa e-mailed me this story at a time when I needed it most. She is such a great example of life being a reflection of your thoughts, actions, and attitude. I hope that this will impact you the way it has impacted me and thousands of others.

"A son and his father were walking on the mountains. Suddenly, his son falls, hurts himself and screams: "AAAhhhhhhhhhh!!!" To his surprise, he hears the voice repeating, somewhere in the distance, "AAAhhhhhhhhhh!!!" Curious, he yells: "Who are you?" He receives the answer: "Who are you?" And then he screams to the mountain: "I admire you!" The voice answers: "I admire you!" Angered at the response, he screams: "Coward!" He receives the answer: "Coward!"

He looks to his father and asks: "What's going on?" The father smiles and says: "My son, pay attention." Again he screams: "You are a champion!" The voice answers: "You are a champion!" The boy is surprised, but does not understand. Then father explains: "People call this ECHO, but really this is a reflection. It gives you back everything you say or do. Our life is simply a reflection of our actions. If you want more love in the world, create more love in your heart. If you want more competence in your team, improve your competence. This relationship applies to everything, in all aspects of life. Life will give you back everything you have given to it."

YOUR LIFE IS NOT A COINCIDENCE, IT'S A REFLECTION OF YOU!"
-- Unknown Author

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Commercials... The Minds Eye

LOOK AT THE AVERAGE PERSON'S DAY. WHAT IS IT THAT'S COMMON IN MOST PEOPLE'S LIVES THAT POSSIBLY COULD BE SETTING THE STAGE FOR CONTINUOUS MEDIOCRITY INSTEAD OF GREATNESS?

Wake up with what kind of clock? Alarm clock. We're starting off pretty well already. Then we shower. Hopefully, we eat breakfast with some nutritional value instead of cocoa puffs. I observe that many people then read the ... newspaper. What's the focus, positive or negative? Then we head to work. Many either turn on the news show or listen to the radio. In either case think about the type of info that we are listening to; If it's a news show - again positive or negative? OK. So we listen to some music? What kind? Country. What's the saying? If you play country music backwards you get your dog back, your car back, your spouse back. Positive there huh? OK. Rock and Roll. Rap. Kill a cop. Kill a cop. Oh yeah great stuff. Ok. How about classic? My point is most people are listening to negative programming of some sort. Then we get to work and it really changes. Everyone is positive. Happy. Finding the good in everyone. If so, where do you work? In most cases I've noticed a lot of complaining, politicking, and backstabbing. Then we come home. More news shows. More music. Then we watch TV. Ohhhh - great stuff going on there. Jerry Springer. All these talk shows. In most cases positive or negative?

It seems they are there to make us numb - in some cases to not feel so bad about our inadequacies. Then we go to bed. More music before we fall asleep? And we do this day in and day out and many times not even think about it. I know I never did until someone got me to stop and think. At first I wanted to argue. I wanted to

Commercials... The Minds Eye

be right. Then the person who shared this idea with me started humming a tune. It was: There's a story, about a lovely lady.... maybe you know the rest: The Brady Bunch theme song. Can you sing it? Then he asked me: "How do you spell relief? R-O-L-A-I-D-S. Then he started humming a song... to Gilligan's Island. I got that one too. Then he asked. Did you ever sit down with a notebook and memorize all these things practicing over and over like you did studying for your trig class? Did you? "Well no." Then he asked, "How did you learn all these things?" "I don't know. I guess I heard it." That's when he said, "**What else did you hear that you don't know that you heard that's actually keeping you from getting the success you deserve?**"

I don't know. "That's right Dan, you don't know. You don't know what you don't know." That's when he posed another couple of ideas.

"Dan, what have you spent your time learning and getting good at?"

"What if you started programming yourself for what you wanted-- better communications, people skills, sales skills, motivation, fitness.... instead of these arbitrary things, where would you be in the next 5-10 years?"

That left me speechless. Then I got pissed off. Why didn't someone tell me this before? Why?

I realized I had been training myself to be unsuccessful, faultfinding, and critical. Wow. What a shift. Awareness was created.

That's when he said, "What if there was a way to speed the process of learning and program what you want in your life?" My first reaction was, I don't have the time. He explained that it would take no more time to do what I was already doing. I would simply change what I did during that time. That's when he introduced me to affirmations.

Affirmations are a way to attract – thru our subconscious - the attributes and qualities we desire the most. It's important to do affirmations correctly to achieve the best results. I did them wrong for a long time without knowing it. So, here are a few key things to remember:

Affirmations are similar to the commercials, songs, and themes that we picked up without knowing it. Affirmations are a way to give yourself a gift; A gift of peace; A gift of confidence; A gift of blessings; A gift of "champion's qualities"; The gifts that you want. You can decide what gifts you want in your life. My experience has led to the following guidelines. Adapt them for your own personal use.

Pick 3-5 qualities that you would like to improve, advance, or establish in your life – mentally, physically, socially, spiritually, and/or financially.

Write a statement beginning: I love... I appreciate... I enjoy... and continue in the present tense.

Pick qualities to improve in those areas vs. quantity.

EXAMPLE:

I would like to improve my ability to develop friendships. I would write an affirmation this way:

I love developing new friendships as I always take a sincere interest in other people.

It is important to start with 3-5 to begin with. It's ideal to keep it manageable – consistency is most important. I learned from Zig Ziglar that "If it's a mile, it's a trial. Inch by inch, it's a cinch." Keep it simple. Keep it reasonable. Once we master 5, it's time to set some more. Take baby steps. Over a few weeks you will notice the difference. You will gain power, confidence, self-esteem and many other blessings.

Also, write the statement in the present. When I first got started I wrote my affirmations as I will enjoy, I will love, I will ... Do you see the challenge there? By stating, "I will", what we are doing is putting ourselves in a position of never getting it. It's like a carrot that we never get. We've had too many of those haven't we? So let's stop chasing and in most cases, chasing away what we want and picture ourselves getting it today.

I can't begin to try to explain how this works exactly - or why for that matter. All I know is that when I was playing baseball at a high level I had learned something called visualization. Studies have been done to show the effects of visualization that prove beyond a shadow of a doubt that visualization techniques, when done correctly, are as effective as physical practice itself.

Maybe you remember the 2000 summer Olympics and the story of Laura Wilkinson, the American diver from Texas, who was unable to practice for months and overcame her injury and slow start (barely qualifying) to actually beat the Chinese to win the gold medal for the United States. Does it work? You bet.

Why can you remember the theme song to Gilligan's Island? Same reason. Subconscious. What if we started talking to ourselves in a positive, loving, successful way? What could happen to us as a person?

Commercials... The Minds Eye

I'm a testimony of this entire formula. Years ago, I had a hard time with the types of people I would attract in my business. I used to comment to my associates frequently: "I do a good job of getting people started, but I seem to attract high maintenance people with low initiative, low drive, and who complain a lot. I just don't understand it."

Now I understand it. **We attract who we are.** I attracted what I thought about or feared most. I was attracting in my life exactly what I thought about and who I was. OUCH. That's a tough one to admit. Yet it's the truth.

I also seemed to chase success/ finances away no matter how hard I tried.

I now realize it's because of my relationship with money. I just didn't know it.

By the way, what kind of a relationship do you have with money? Do you have a good relationship? Do you have a shaky one? There is a secret - more on that later.

So, here are a couple of affirmations I wrote...

"I love attracting high quality, self motivated, fun, open minded people to my life 24 hours / day, 7 days a week."

"I love attracting abundance from expected and unexpected sources-- financially, mentally, socially, physically, and spiritually 24 hours/ day 7 days a week."

Think of a few affirmations for yourself. What are 3 areas in your life you would like to improve?

One of the areas I needed to work on was being overweight – I had ballooned up to 229 pounds. For someone 6 foot 3 that would be pretty good wouldn't it? How about 5 feet 10? You guessed it. (Later in the book I'll cover a formula that works whether it's weight control, smoking, drinking, finances, or starting a business that will give you the keys to unlocking the Champion within.)

My affirmation for my situation was:

"I love being a healthy, radiant, fit and toned 191 lbs., living life to the fullest with vitality and extra energy as a result of my commitment to exercise/ eat correctly 7 days / week."

There was a time when I got to a point where exercise was getting difficult. Guess what I did? Another commercial.

" I love exercising 5 days per week while jogging 3 miles, mixing in a circuit program-- and I love the results and fun I have with the people at the club."

Picture and visualize these for you situation. What do you see? It gives you a pretty clear picture doesn't it? What if these types of images were imprinted in your mind 24 hrs/day? 7 days a week?

Here are a few keys to identify: Notice that the words are positively charged moving forward. The language is important. We want to stay away from negative slighted language. For example: I love working out (my opinion not the best word). What do you think of when you work – out, is it fun or labor? Instead of saying, "quitting smoking, or not smoking" I talked about being healthy, radiant, and vital. What does the "commercial" say? It is positive. The affirmation I used for finances was positive also. I didn't use language like "debt" or "no longer broke."

There is a better choice of the language we can use.

Here are some others that I like to use throughout the day.

"I love myself."

"I love the balance in my life."

"I love others."

"I love the friends I have."

"God loves me."

"I love all the blessings around me."

"I'm the best."

"I love my life."

"I love people."

"I'm a champion."

"I love new opportunities."

"I'm a winner."

"I love walking with humility."

"I love being disciplined."

"I love getting better everyday."

"I love the journey I'm on."

"I love financial independence."

"I love helping others."

There are many more.

What are a few good commercials/ affirmations you can create for you?

I still write my 3 affirmations everyday. In addition, I am saying them to myself when I drive to work, when I exercise, when I have a moment. Do you ever have a moment? I used to call it a problem. Now, I call it a moment. What would your life be like if you only experienced "moments"? It would take the pressure and the edge off wouldn't it? Can you imagine being able to solve each "moment" that came our way?

Again, it comes back to action/ attitude. I believe our actions/ attitudes shape our life-- ultimately our destiny. Would it be worth it to get control? Would it be worth it to actually dictate the positive "commercials" in your life? This is my typical day.

Wake up about 1 minute before the "opportunity" clock goes off. I shower (in filtered water). I have breakfast and read the Bible. (Great stuff in there. Best success book ever written.) I jump in the car and read my positive affirmation

Commercials... The Minds Eye

statements and vision (more on that later) out loud. I use my drive time to listen to success/motivational speakers. (When I couldn't afford them, I taped myself with my affirmations and all the listings previously mentioned and listened to myself). When I get to the office I read a minimum of 10 minutes of a success book/research. I have fun in my production and results thru the day. (Notice the positive language). I love to exercise. (Again drive time is used to listen to motivational/educational tapes). While exercising, I visualize and silently repeat affirmations in my head. At home, I plan my next day with regards to my goals. I write in my Champions journal-- review qualities, long range goals, what I'm grateful for, what I'm happy about, what I've done well today, my affirmations/positive commercials, and last but not least a prayer.

Can I ask you a question? Is this really that difficult? No. I don't expend more time than the other things discussed. The only thing extra is preparation. The ten minutes I spend planning my next day saves me 1-2 hrs / day. What's that worth over the course of a month? What's that worth over the course of a year? How would you like to get an extra month in your year? Is it worth it to have the peace of mind and control to plan your day--which takes about 10 minutes to be effective and have an extra hour or two per day?

What kind of advantage would you have versus the next person if you lived your life in this fashion versus the previous example? If 2 people were interviewing for a position in a company, could there be a chance that you would have a better chance because of your actions/ attitude? What would happen in your communication skills around other people if you started finding the good in others and opportunities? What would happen with your personal relationships with your spouse? Your children? Your coworkers?

It's without a doubt worth the commitment. My life turned around 180 degrees because of this simple process alone. What could it be worth not only for you, but also, those who you are closest to?

I challenge you to do this for 30 days and witness the results. I've included a journal in the book for you to mark your progress. When you complete your 7 days, fill out the form and I will mail you an exclusive year long Champion's journal for FREE!! Are you up for it? That leads us to...

ten

Infinite Intelligence

I'D LIKE TO ADD AN AREA HERE FOR PRAYER. I'M NOT GOING TO SPEND A LOT OF TIME TALKING ABOUT THE CONCEPT OF PRAYER. ALL I KNOW, IS THAT IF THERE WAS A DAY WHEN I COULDN'T DO MY exercises in my journal, I would make sure to read at least 10 minutes of the Bible. It's by far the best book ever written on success. As I read it - even today - I learn new messages for my life everyday. Within the journal, I usually wrap up the page with the following:

"I'm in God's hands."

"I can do all things in God's name, which strengthens me."

"I'm a child of God."

"Thank you God for all the wonderful blessings."

I don't know what you believe. All I know is I have been on both sides of the faith. When I finally brought God into my life and gave my life to God, my life really changed. It was like gasoline on a fire. My life became a raging, explosive, beautiful life-- in my opinion the way God intended our lives to be -- filled with passion, prosperity, and abundance.

I will caution many on this idea however. It's not a "tactic" to bring God into our life to make things better. I truly believe that God knows our intentions and our sincerity in this issue.

Choose as you may. God rewards those who walk in HIS NAME.

What do you have to lose?

What do you have to gain?

Infinite Intelligence

What would it be worth to be congruent with the universal laws on a continuous basis? There are those who understand this is one of the most powerful areas we can get in touch with, and that can be a big help with...

eleven

The Challenge We Face

WHAT IS ONE THING THAT HOLDS THE MAJORITY OF PEOPLE FROM REACHING THEIR GOALS, DREAMS AND ASPIRATIONS? IT IS THE ABILITY TO DEAL WITH THIS ONE THING THAT separates the men from the boys, the women from the girls. It is a deciding factor.

What is it? It is FEAR.

What is fear? What's your impression of fear? What are you afraid of?

Let me guess. Some of those reading will say: "I'm not afraid of anything." Ego can sometimes get in the way can't it? I realize there are many confident - no super confident people in the world. With that in mind, then answer the following: **What would you do if you knew you could not fail?**

If we knew we'd succeed we would do many things that we probably aren't because of fear. I used to have a major fear. It put me in a stage of fright--of paralysis. It was like my body shut off or shutdown. Now it's kind of funny, because it's one of the things I love today. What was it? I was afraid of heights. I was also afraid of public speaking in much the same way. I was also afraid to make a fool of myself out on the dance floor. I've now overcome these "fears" which now are what some consider my greatest strengths (except for dancing) today. How did I do it?

First, someone gave me a perspective of fear. What is fear? When I go back to my sports days and my cub scouts days the coaches/ mentors talked about "... in preparation." When fear pops up, it just means we're getting ready – getting "prepared".

What would people's lives be like if they had that perspective instead of fleeing or running away from it? In other words, when the "fear" emotion pops up, it's a

The Challenge We Face

“sign” to get ourselves prepared. Is that more empowering - more supportive vs. destructive?

Another distinction that I've learned is that fear really is an acronym for F-False, E-Evidence, A-Appearing, R-Real. False Evidence Appearing Real. Isn't that the truth? We have a tendency to magnify our fears. Have you ever done that? I did that. I used to sweat just thinking about speaking in front of people. I used to shake, tremble, show signs of hyperventilating. The first time I finally did it was interesting. I obviously was not a toastmaster speaker (still not today), but I found out that it was NO BIG DEAL! Then I did it again-- it got easier ... and easier ... and more comfortable. It was false evidence that I was attempting to make real. What a change to conquer that fear. What a way to live life: with passion.

Do you know of anyone who allows fear to stop him or her? I've met thousands and it's the majority of people. I don't believe that it's anyone's fault. We have been trained to avoid making mistakes in our education. We have been trained to avoid new things. My parents – God bless them, taught me, “Don't talk to _____ (strangers). Look before you _____(leap). If it's too good to be true _____”. Did you have the same parents that I did? It's not their fault either. It's what they were taught. We have never been taught how to make decisions (more on that in the following chapter). What if we were taught how to make decisions in school?

Whenever we're put in a new challenge, a new event, a new territory, a new experience, it often elicits an emotion of fear. In our business we met many candidates for our company who had no background in sales or business and they would initially be excited. Then something funny happened. The emotion of fear set in. Many who were excited; many who had a good gut feeling. Many who had the talent; many who had a great personality; many who could have been a good fit let fear absolutely PARALYZE and STOP them. Why? Was it because they couldn't really do what they needed? No. Our training program guaranteed their opportunity. Rather, it was their perception of the new experience, and the new environment.

What's the difference between those who run away from fear and those who use fear as the tool that it is? That leads us to ...



Michael Jordan, one of the greatest athletes in the world, was interviewed and asked how he was able to deal with failure. "I never looked at the consequences of missing a big shot. When you think about consequences you always think of a negative result. Some people get frozen by that fear of failure.

They get it from their peers. Just thinking about the possibility of a negative result - they might be afraid of looking bad or embarrassed. I'm not thinking about anything except what I'm trying to accomplish.

Any fear is an illusion. You think something is standing in your way. Nothing is really there. What is there is an opportunity to do your best and gain some success. If it turns out my best isn't enough, I'll never look back and say I was afraid to try.

Failure always made me try harder the next time. That's why my advice has always been to think positive amid failure. Sometimes failure actually gets you closer to where want to be.

The greatest inventors in the world had hundreds of failures before the answers were found. I think fear comes from a lack of focus or concentration."

twelve

A Champion's Motto

I'VE INTERVIEWED THOUSANDS OF PEOPLE AND LEARNED A SIMPLE SOLUTION TO A CHALLENGING SITUATION. WHAT IS IT? A WAY TO LIVE OUR LIVES WITH MORE OF EVERYTHING WE WANT: CONFIDENCE, power, focus, great relationships, success, and love. A way to take advantage of all life has to offer in an intelligent, direct way. Again, it comes back to the questions we ask ourselves. Here are (4) questions to ask ourselves when we are challenged:

1. Are there others who have experienced what I'm experiencing or learning?
2. What can I learn from them? How does what I'm learning make me feel?
3. What will I have to lose if I do this/take advantage of this?
4. What will I gain if I do this?

If it's nothing to lose and everything to gain, what's the risk? What's to fear?

It is pretty simple isn't it? Even though it is simple there is still a group of 25% of people who will wallow in fear (more on that later). They justify their fears in a manner that allows them to save face--usually disguised as an excuse: commonly expressed with, I would I should ... I could, but ...

I was living my life this way. It's ok. We can change--if we decide we "want" to. However, there are some who don't want to change. They'll never change. They will not only resist a change, they try to bring other people down with them. We've all heard that a bad apple can spoil a bunch. Isn't that true? They usually get what

A Champion's Motto

they want out of life--not much. We have the opportunity to get what we want. It is disconcerting though when we start to realize that sometimes that this group includes members of our family.

I've learned through experience that you can't change people. They will hate you for it. If you try to take a 2 or 3 and try to explain how they can be a 9 or 10, they argue they ridicule, etc... People will only change if they want to change. That type of person would never read a book like this. Success can be easier than most of us realize. Very few people are really trying. Let's just make sure that we are the ones who get to live life to the fullest. Here's something to realize about our society. Some will, some won't, it's ok... because that leads to...

thirteen

The Breakdown

THERE HAVE BEEN STUDIES DONE THROUGHOUT TIME TO TRY TO FIGURE OUT OUR SOCIETY. HAVE YOU EVER HEARD THAT IF YOU TOOK THE MONEY FROM THE WEALTHY AND SPREAD ALL THE money out evenly, that within a few years it would be back in the same hands it started in? Why? - The qualities, habits, attitudes and actions of these individuals.

It's been documented that our society can be broken down into 4 main categories of people. Isn't it funny that most people spend more time planning a Super Bowl party, a birthday gift, and Christmas gifts than really designing a life? Let's take a look at the breakdown.

3% Achievers / Motivators

10% Doers / self motivated

60% Thinkers / followers

27% Negative / unmotivatable

Let's look at some of the characteristics of each of these. As we go thru these ask yourself which group you're more likely to fit into.

27% Negative / unmotivatable

These individuals are the type of people who are rotten apples. They are great at finding fault in others and in opportunities. They would never invest in themselves financially. They are very critical with low self esteem (though they don't know it), and a tendency to brag about there greatness. They usually have a

The Breakdown

lot of excuses for not doing things. They have a tendency to look at all the reasons why something can't work. They are very self-centered. When you talk about problems and solutions, they are the problem. It's easy to tell a 27% in a dark room, when they leave, the room will always brighten up.

60% Thinkers / followers

This group is the largest segment of the population. A key characteristic of this group is the quality of always being motivated by others. These individuals influenced by their environment – when things are good they are good; when things are bad they are bad. These individuals have a tendency to "react" emotionally, wearing their attitude on their shirtsleeves. Typically this group is very self critical of themselves. Usually, they have a lethargic type attitude unless they are with someone very energetic. These individuals are very "cautious" in everything they do, second-guessing almost all of the decisions they make - once they even finally make one. They do not handle criticism well. They find change uncomfortable. This group likes to be a part of something. When moved in the right direction they can become very successful. They have a tendency to take only what's given to them. These individuals question the motives of those they come in contact with. They are very good at support and maintenance of situations. Unfortunately either this group has never been taught or they are distracted to not focus on goal achievement.

10% Doers / Self-motivated

This group is definitely one that makes things happen. They have a high energy level. They have high self-esteem. They have goals and are accomplishing them consistently. Typically good communicators, these individuals are good leaders. They find the good in people and opportunities. They are in pursuit of getting better through continued education in personal development, which may include reading, cassettes, and attending seminars. They take action with what they learn. They are good at creating a good feeling in an organization. They set a good example for others to follow. They are aware to find someone more successful to learn from. They accept criticism openly. They have good motives and attract others who have great motives. They invest in themselves. They look forward to solving problems (challenges). They have a positive outlook. They are hard

workers and incorporate working smart. They love people. They love the challenge of new opportunities.

3% Achievers / Motivators

This group is known for creating opportunities for others. They are great at inspiring others to become more. They have a gift of finding the best in people and creating a synergy. They are outgoing. They have an incredible level of energy. They accept criticism openly. They are open to new ideas and change. They produce more in an hour in many cases than most in a day. They are very results oriented. They are great communicators. They love people. They are balanced - mentally, socially, spiritually, physically, and financially. They love treating people with respect. They are very humble. They are likable and trustworthy. They create teams. They never see problems as problems only as opportunities to learn, grow, and advance. They respond to situations. They love to give away the credit for their success to others. They are active in there community. They have a wide social circle and are very persuasive – they are great captains, coaches and mentors.

It is eye opening isn't it? When I first saw this, I had to admit I was a borderline -27% and 60% border. Thank goodness they said," Dan, you can change."

It doesn't matter where we're at today; it matters where we want to go.

So, again do the evaluation personally. Pick the category that is most suitable of your characteristics.

Pick one: 3% 10%60% 27%

What did you learn as a result of this exercise?

What areas do you need to improve on to get to the next area?

Remember the old saying by Zig Ziglar: "Shoot for a mile, it's a trial. Inch by inch it's a cinch?" I made the mistake of jumping from the 27/60% border to 3% in one day. My experience tells me that it can be done (not by me mind you), but it takes consistency to improve. We've got an advantage. The advantage or blessing we have is that 95% of the population will never learn what you have now learned.

It's like having a playbook for life. Think about the people we deal with everyday. What if we took a look at this information and used it to grow and advance? In our communication with others what if we used this information to empower others to reach their potential? As an example, what if we're talking to a 60% type personality - we realize that they hate criticism and in a lot of cases have a low self-esteem. What could we do to empower them?

In other words what if we adapted a quality of a 10 or 3% and went out of our way to recognize them for something they do well? What if we always found something good to say to them? What kind of an impact could we have on them?

Positive or Negative

Do you remember the conversation that I had with Laura Rubidge in the hotel room? What kind of an impact did those couple of words have for thousands of people?

We can make a difference. We can bring value to people's lives. We can start in our homes. We can spread to our church, our community, our cities, our states, our country and worldwide. One by one we can make a difference. What would it be like for all of us? What would that kind of life be like?

Fulfilling or unfulfilling

We should have something big to shoot for shouldn't we?

Can you imagine being at a baseball game and seeing a pitcher on the mound with a blindfold on and someone spinning them around and someone telling them, "Throw a strike." What would happen? The same thing that happens to most people's lives - they have a blindfold on (no goals) trying to hit a target that they don't even know is there.

Do we have a better chance to hit the target if we actually have one?

It's called designing a life....

fourteen

Self-Employable

DO YOU KNOW THAT MOST PEOPLE SPEND MORE TIME PLANNING A VACATION THAN DESIGNING A LIFE? WHAT IS IT THAT SEPARATES THOSE WHO HAVE AND THOSE THAT ALWAYS SEEM TO WANT? What's the difference? It is my observation that those who get the most out of life earn every lucky break. Ask a successful person why someone gets success and they will say just that, "they earned it."

Ask many people swimming in the sea of mediocrity or any failure and they will say, "They were lucky." If I had to sum it up in one word as to what separates the 60/27 percentiles and the 10/3 percentile it would be the concept of "self-employable/performance." I don't want this to be confusing, but most of the 10/3-percentile group maintains characteristics of the self-employed performer.

For example, have you ever heard of Lee Iaccoca? He's an example of an incredible success story. Do you know that he was let go from Ford Motor Company? Yep. What did he do? It motivated him to take drastic action in his life. He was someone who had displayed the self-employed performance attitude. What do I mean? Well, when he took the position at Chrysler, he was taking on a big responsibility and chance to do what no one really thought he could do--turnaround the company. Obviously, Lee Iaccoca had some guarantee with the company, didn't he? Yep. Mr. Lee Iaccoca took on the task with a burning white heat of desire committed to show Ford they made a huge mistake. He took a salary all right. He went for the top. He went for the most he could get. Mr. Lee Iaccoca took a \$1.00 salary. That's no typo. He took a \$1.00 salary. He had so much belief in his dream and his talent he knew it would work out. How did that gamble pay off? The majority of his compensation was in Stock (at the time of the acceptance

Self-Employable

the stock was worthless). He knew with his talent he could turn the company around. As a result of his commitment, his focus, his vision, the company grew. The company grew. The stock split. The company grew some more. The company soared and set records. The stock split a couple more times. How did the story end ... Well, how's Mr. Lee Iaccoca doing today?

I hear so many people say, "When I get success I'll be willing to take "risks" or "chances" like that." Ask any true success and they will say, "I can't afford to pass up on risks and chances like that." Isn't that what Lee Iaccoca did? How would you like to assure your success a majority of the time? I want to outline a simple formula that years of experience has taught me and the lives of countless thousands that will help you in your decision process for evaluating and taking advantage of opportunities.

First off, we need to cover the idea of security, stability, and benefits. If the average person will change careers seven times in their life, what would it be worth to make yourself permanently employable by other companies? For example, lets suggest that there was an opening for a key executive position with one of the auto companies. If -- and it would be a big 'if' in this example -- Lee Iaccoca applied for the position would there be a good chance he'd get it? You bet he would. Why? His track record. Let's look at it a little deeper though. Why couldn't the same hold true for most people then? What's the difference? What would it be worth to create the opportunities you've always wanted? I believe that the steps we've covered will bring about a miraculous change in your life if YOU take action and use it. Do you want to get the most out of life or swim in mediocrity? It's your life. God blessed us with it. What legacy do you really wish to leave? What do you want to be remembered for?

Working hard for 40 years and getting a Timex? Or Living with excitement, passion, stability, joy, growth, mental, physical, social, spiritual, and financial blessings?

How do we get over that hump? Well, let's look at the myth of security, stability, and benefits. Most people still believe that the way to do that is to get a good education, work for a big company and climb the corporate ladder, pay our dues, and get rewarded (with stability, security, and benefits). Do you know people following that program and have been downsized, right sized, laid-off? - Some good hardworking, loyal people?

First, in a company who really profits the most? Top or bottom? Who has the biggest benefits? Top or bottom? Who makes the decisions? Top or bottom?

Who lives by those decisions? Top or bottom? Who has true security? True stability? True control? Top or bottom? Where do most people spend there time working? Top or bottom?

Could there be a better way?

What are the options? Everyone is different – and the same. We all have gifts, talents, and abilities. We all have weaknesses and insecurities. Some people have the ability to go start traditional businesses. Others start a home-based business. Others find a career to grow in. In each case the skills that these people exemplify are self-employable skills. Did Lee Iaccoca get his success, reputation, and reward because he was a part of a big company? No. He got his success because he was self-employable. Let's look at it a different way.

Let's talk sports. Let's just say that a travesty hit the boss of the New York Yankees and it was announced they were going out of business (there are safeguards in baseball and I believe that could never happen). The New York Yankees have a lot of great players. Depending on when you're reading this you may be familiar with the stars of today. Theoretically, if the Yankees went out of business, would the stars get a new job with a new team? Likely yes. Is it because they were on the Yankees or because they performed for the Yankees? They performed. They performed on their team.

That leads us to...

fifteen

The Power of Decision

WHAT WOULD YOUR BOSS SAY ABOUT YOUR QUALITIES? ON A SMALLER SCALE, WOULD YOU COMPARE TO LEE IACCOCA OR A STARATHLETE? IF NOT, LET'S TALK ABOUT A FEW CONCEPTS.

The challenge we face today is that the majority of people don't know how to make decisions. Most people evaluate, contemplate and consider the decisions they make and spend time wallowing in the decision instead of taking action. One of my mentors used to teach that if he was ever in a tight mode of making a decision he would flip a coin to get the decision made and move forward. He stressed time and time again that action was the most important thing we could do. Here's what I've also learned along the way:

1. Self-employable people are willing to take intelligent risks-- with their money.
2. They are willing to go against what most people consider normal/logical.
3. They will find people who have done/ accomplished what they seek to do.
4. They have a positive outlook on life, regardless of the situation.
5. They do not tolerate critics.
6. They anticipate challenges that may come up ahead of time.
7. They go around, through, and over challenges to get a result.

Let me give you an example in how I applied this in my daily life. This formula can be used for virtually anything.

1. Make a decision – list reasons why we should and what it will cost us if we don't.
2. Watch what the majority of others do and do the opposite.

The Power of Decision

3. Find someone successful and duplicate what they do.
4. Expect to win - go for it with blind faith.
5. Assure that the instruction and mentor group is positive vs. negative.
6. Anticipate the challenges that may come up.
7. Develop solutions to the challenge.

I was in the process of deciding to lose weight. Have you ever done that? I looked in the mirror one day and had enough! Again, we usually make a decision to do something when we have to.

That's right. (Hint! -- put yourself in a state where you have to succeed)

I made the decision. Not casually. I realized all the reasons I wanted to lose weight and listed them all. I also listed all of the things it would cost me if I didn't. Some list. That got my attention right away. I was up to 229. After listing all the reasons I evaluated my situation and went to step 2.

What was one of the things I noticed about people who were overweight? What's the one common thing that most people do? Well, I have no scientific data to back this up and I don't claim to be a doctor. It's just my observation that most overweight people drink a lot of milk and eat a lot of ice cream and dairy products. That might sound funny but true. Plus, do you know that milk is linked to many allergies and health issues. I don't have the time to go off on this. Do your own homework. Check it out. So I resolved not to have any dairy products.

Next, I found someone with the body type I wanted. I don't need to be built like Arnold Schwarzenegger - just fit. So I found an instructor who was in the shape I wanted to be in. Then I planned to win by figuring out my overall goal-- drop to 191lbs and 9% body fat. I wrote it in a positive affirmation like we discussed previously: I love the vitality of being fit, exercising 6 days per week and being at my ideal size of 191 lbs and less than 15% body fat. I feel good!

Next I made sure that my instructor was positive. I don't respond well to negative programming. Maybe you know what I mean... "You can't do this... you can't eat this... you can't have this..." I like someone to use positive reinforcement. My instructor is great at that.

Next, I anticipated some of the challenges. My biggest one was time. So I made it a point to schedule it in my day. Not casually, but as an appointment. Now I realize some may say, "I don't need to be that rigid." Maybe not. **Success is not "convenient" to when we feel like it.** I meet so many people who explain, "I don't feel like it." I remember when Michael Jordan had the flu in the NBA Finals a few

years ago. The game was on the line. I don't imagine that he felt like it, or that it was convenient for him to have to take control of the game either.

Champions do the things that most will never even try to do. That's why success is easier than people realize. By the way, isn't it funny that someone like Donald Trump, Michael Dell, Bill Gates, run multiple businesses at once? How do they have the time to manage many businesses - some even 10 or 12 companies at once - and the average person can't find the time to exercise for an hour or find a way to start a part time business dedicating a few hours per week? Isn't that an interesting observation? I anticipated my time obstacle and overcame it by being accountable to someone else -- my personal trainer.

Did that take effort? Yes. Was it worth it? Yes. I went from 229 to 191 in less than 5 mos. I've gotten stronger and actually changed my goals with regards to my fitness level, my endurance level, my strength, and my stamina. It's fun to be alive, wouldn't you agree?

Overall it took me about 5 hrs of planning. It was worth it! What made the difference this time around? It was...

sixteen

Magic in Commitment

HOW COULD WE APPLY THIS IN YOUR LIFE? PICK AN AREA THAT YOU ARE COMMITTED TO. I CHALLENGE YOU TO BECOME AN EXAMPLE OF A CHAMPION STARTING NOW. IN FACT, LET ME give you what I mean by commitment. There is a difference. I used to make resolutions every year, how about you? A resolution is not a commitment, contrary to popular belief. What is commitment? Resolve. Burning your bridge so you have to succeed. Here's a great example:

A young man was taking his son to school. He had done so for weeks. It was very important to the father to do this for his son because his dad wasn't always around. One particular morning the father and the son were on the way to school. At the entrance the son turned to his papa and said, "Papa. Are you going to pick me up from school today." The father replied, "Yes son. I'll definitely be here as usual. Have a good day son." The boy replied, "OK daddy. See you." The 7 year old started into the line where his friends were, his father watching him. Suddenly he turned around towards his daddy and came running back. He looked up into his daddy's eyes with animation and said, "Daddy. Are you sure you'll be here to pick me up?" The dad replied, "Absolutely son. I've picked you up everyday. I wouldn't miss it. I'll be here. I love you. Have a good day, ok." The son looked up, "OK. Have a good day." The son took another step and then turned back around took a couple of steps, his father still standing there and reached around his daddy's leg like little boys do. He looked up with curiosity and fear while clutching his dad's leg and asked again, "Daddy. Are you sure you'll be here?" The daddy thought it was strange. His son had never responded this way before and asked, "Are you OK?" Is something wrong?" The son looked up and softly said, "no daddy. I'm ok." Daddy

Magic in Commitment

said, "Well have a good day. I'll see you after school." The boy ran off and into the line and disappeared into the school. The father didn't think much of it and headed for his car and drove off. About 15 minutes after leaving the school, a disaster happened. The earth shook. The ground split. Rubble fell. Buildings tumbled. It was an earthquake.

In a panic the daddy found his way back to the school. When he got there he found that the school was gone. All that stood now was a pile of rubble. Chaos was everywhere. Sirens sounded. Firemen worked. People were screaming. The daddy broke into a panic and saw some people he recognized and asked, "Have you seen my little boy. Have you seen my little boy?" No, they responded. He went to a different area,

"Have you seen my little boy? Have you seen my little boy?" "No. We haven't seen him." The daddy was overcome with panic, with fear and a rush of energy. He broke through the barricade despite the firemen's discouragement and began to dig... and dig ... searching for his little boy. He dug and he dug, calling out to his son. "Son, are you there?" No responses. He dug some more. And no one else lifted a finger. He dug 12 hours, then 24, and no one lifted a finger. As he approached the 30th hour he had dug so much the skin on his hands was beginning to tear away from the bone. His hands were covered in blood. Still he dug. Still he called out to his little boy. Finally, sometime after the 30th hour, he dug, and out popped a little hand. He called. "Son is that you?" "It's me." "Son is that you?"

"Daddy." "Yes." He frantically dug some more. He dug his son out and out walked several other classmates, when no one else lifted a finger. His son and several students were saved that day outside of San Francisco, because **ONE PERSON – with resolve and commitment - kept their promise...**

seventeen

Promise Maker, Promise Keeper

I ASK YOU NOW TO MAKE A PROMISE. NOT TO ME. NOT TO YOUR WIFE. NOT YOUR MOM OR YOUR DAD. I ASK YOU TO MAKE THAT PROMISE TO YOU. YOU DESERVE IT. YOU CAN HAVE EVERYTHING YOU EVER WANTED if you KEEP your promise.

God says, "Ask and ye shall receive." I suggest that you ask Big. Go for it. Did God suggest to be lukewarm, wishy washy or cautious? NO. In fact scripture says: "Be ye hot or be ye cold, or I will spew you out." "Go forth and prosper."

Stand where you are. Make a decision. If the decision is financially based there may be a natural tendency to claim, "I can't afford it." I understand. Several years ago I had a home in foreclosure, a car in repossession, and thousands of dollars in credit card debt. Logically, could I have afforded to start my own small business? No. I learned a valuable lesson. If you can't afford it, you can't afford not to. If not now, when would be the best time? Compare today to 1 year ago, 2 yrs ago, 3 yrs ago-- how much has it changed? Possibly making more, yet spending more too? How long do you want to live from a position of "lack"? When we say, "I can't afford it", what we're telling our subconscious is that "I don't have enough", which is poverty oriented.

I implore, stand where you are and commit. Commit to you. You're the best investment you're ever going to find. Start experiencing the joy of coming from a position of "abundance". What would your life be like if you had the faith to know there is plenty to go around? You control it. If you don't commit today, what will it cost you in your life? Don't be like most at 65 going, "I would have ... I could have... I should have..." hindsight is 20/20 isn't it? A friend of mine used to say, "If, if and butts were candy and nuts, it would be Christmas all year round." Isn't that the

Promise Maker, Promise Keeper

truth? Take that first step in you. If you make the commitment to you, God has an incredible way of rewarding us. Could it be that we are tested in our faith, in our commitment, in our persistence to really see if we DESERVE success? What if that was true and you never took action, waiting for the right time to do it? **Today is the right time.** When would be the best time to get the success you deserve? 6 months? 6 weeks? 6 days? 6 minutes? Or this very moment? Make the commitment in you. Make the commitment in your future...

eighteen

Giving: The Universal Law

HAVE YOU EVER HEARD THE PHILOSOPHY, “WHAT YOU PUT OUT WILL COME BACK TO YOU TEN-FOLD?” IF YOU WANT TO HAVE SOME REAL FUN, A REAL CHALLENGE, A TEST OF A CHAMPION. I encourage you to adapt the principle of tithing 10% to that place where you get your inspiration, motivation or education -- church, mentors, friends, and colleagues. It is called your spiritual nourishment. Where do you get your spiritual nourishment?

I started tithing years ago. To my surprise, I realized that I had tithed to the sum of over \$20,000 over a 7 year period. You might suggest I'm kidding. I'm not. It's also in my humble opinion why I've had so many blessings in my life and actually earned hundreds of thousands of dollars.

Try it for yourself and see what happens. Give it six months. Six solid months. Give it a shot. 10% of everything you earn tithed to the places where you get your spiritual growth-- church, mentors, friends, etc. The law is the law. And besides, if you're not tithing the universe sees to it that it's getting taken anyway. Have you ever had a sudden tire blow out? Car repair? Unexpected emergency? Doctor bill? A universal law is a universal law. Give it 6 months and see what happens.

If you have never done this before you may want to start small - 5% of what you make and build up.

Here's another idea. Whenever you purchase anything and get change, put it away. You won't miss it at all. It starts to become a habit. You will find that you will be able to save \$30 - \$50 per month and gradually increase it by taking it out of your check. What a feeling of power to know that you have enough, that your life flows with abundance. In fact, I recommend that you should pay yourself first –

Giving: The Universal Law

10% out of your check to you. Then allocate 10% for tithing. When you do this every check, you will experience true abundance in your life. You deserve it.

It's powerful. Start implementing it in your life and watch the miracles that come your way. A few years from now, you'll remember what it was like to make the change. What would it be worth to have complete control and attract miracles everyday? Explore what it can be like and watch what happens.

Now, you might be saying. Wow. This is extreme. You may be right. That's why success is elusive. There are universal laws that work 24 hours per day 7 days per week. We are either in sync with the principles or we're fighting that which cannot be bent or broken. I've been on both sides. It's a whole lot more fun to have the blessings flowing in your favor vs. the other way around. I'll sum it up with this: "What we have is the reflection of that which we put out. Is it time to rise above mediocrity? Is it time to step out of the crowd and get what we truly want out of life?" If so... It's important to know the stages of life and how to get Explosive Growth....

nineteen

Riding the Roller Coaster

HAVE YOU EVER NOTICED THAT FOR SOME PEOPLE EVERYTHING SEEMS TO GO THEIR WAY AND FOR OTHERS IT'S A CONSTANT STRUGGLE, A CONSTANT FIGHT TO ACHIEVE AND SUCCEED? IS IT the former was born under a lucky star and the rest are doomed to mediocrity? What's the difference? It's important to understand the cycles of life. We all have them. It's how we respond to them that makes the difference. As an example, ever had a good day before? Ever had an incredible experience and you were on top of the world? How did you feel? Excited. Passionate. Powerful - a high so to speak. In fact, maybe you were so excited about your experience you couldn't sleep - the rush of adrenaline. Then when you finally got to sleep, you talked to someone or something happened and next thing you know, you hit rock bottom? In fact, you were lower than low. You felt completely discouraged, reevaluating what was happening. Ever been there? How did that feel? Maybe you got a phone call from someone and you shared your original experience with them and to your surprise they got excited-- maybe they encouraged you-- they found the good in what you were originally excited about? What happened? Did you stay down? No. You shot back up again with a new found inspiration that you could do anything, that you could accomplish, that you could be a ... champion. Have you ever been there? Then something happened and guess what, back down again. Then back up. Back and forth, back and forth, like a yo-yo or a roller coaster. Ever been on one? We all get to experience the joy of the roller coaster of life.

All types of people get on the roller coaster of life. It's non-discretionary. It doesn't matter if we're black or white, male or female, young or old, skinny or chubby, we all get the chance. It's what we do with that chance that makes the

Riding the Roller Coaster

difference. My mentor taught me that most people live in the sea of mediocrity because they wear their attitude on their shirtsleeve. They let outside influences and outside circumstances dictate their outcome and their attitude.

Have you ever seen someone get upset when someone called them a son of a b.... ? Most people do. My mentor had a philosophy that the only person who would get upset was a son of a b...! If someone weren't, why would it bother him or her? An intelligent person would realize that the person calling someone a son of b.... was just ignorant. Ignorance is bliss isn't it? It is certainly a different way to look at it isn't it?

Now, I'm not talking about being an emotionless creature here. I'm talking about getting control of our attitude to be consistent whether times are good or bad. I firmly believe that you can tell the true quality of someone under adverse conditions in 5 minutes, more than you can in 5 months when everything's wonderful. Put someone in an awkward position and check out what happens. Individuals will either respond or react. All the great ones respond. It's positive. It flows. It creates success. It is a quality of a Champion.

So how do we use this to our advantage? First, realize that life's tough - its hard, not easy. If we discipline ourselves to know what to expect - and prepare better - to be more disciplined on ourselves, I firmly believe that life will not be that difficult.

What's most people's reaction to that? "I could never do that." I understand that perspective, and my response is: What if you don't try? What could it cost you by not attempting to live this way? By the way, what if you could? What do you really have to lose?

Let's talk about the cycles in a little bit more detail. First, let's look at the ups and down's we experience. Do some people make mountains out of molehills? Yes. One of my favorites is a concept called debt. It's one of the most controversial subjects; one of the most emotional subjects to talk about isn't it? Again, who's pulling our strings to get us to react? I'm not going to go into any money management here, however, some people reading this might suggest that they would make a change in their life, start a new business, attend a seminar, etc... - if they weren't in debt. I appreciate that very much. I can relate all too well. Let's size that up though. Let's take a look at it. So maybe you think you have a lot of debt. My question is, compared to whom? Compared to your next-door neighbor? Compared to your kids?

What if Donald Trump thought like most people thought? What if Bill Gates thought that way? Where would they be today? Again, I'm not trying to teach

money management here, however why is that some people would let debt paralyze them (most do) and successful people use money – even the banks money - to gain net worth? What if we thought more like Donald Trump or Bill Gates, where could we be today?

On the other hand, what if Donald Trump and Bill Gates thought like most people thought, where would they be today? Which results would most people rather have?

So let's talk about this roller coaster. It's my observation that people actually spend more time trying to avoid the roller coaster ride than the exhilaration of being on it. Why? To avoid the lows. It feels good to feel good doesn't it? The lows suck though. So we ride a few times. Maybe we take a few chances. We win a little. We lose. We win. We lose. The lows. OOOHHHH. After a little bit of experience what happens? There are some people who always try to avoid that low - at all costs. What does it cost us?

Opportunity. Fulfillment. Reward. Pride. Enjoyment. Fun.

Let's look at it a different way. How about the stock market? Does it experience highs and lows? You bet. When do most successful people get success in the market? When there's a valley yes? In other words most people get freaked or apprehensive when there's a low. What do successful people do? They're aggressive when there's a low. They buy intelligently when everyone else is selling. Ever heard of stories like that? Is there potential risk? Yes. Could it go lower? Yes. What's the difference? Successful people take an educated risk and realize that with EVERY valley there is a peak. Isn't there?

How about surfing? We've heard about riding the wave. When's the best time to ride it? When it's a big one? No. We catch the wave before we ever really knew that it was the big one. A successful person realizes there will be more waves.

How about sports? Ever known of a team to make a complete turnaround? There are always going to be good years and bad years, good days and bad days. Have you ever watched an athlete in a slump? The great ones know without a doubt that "this too shall pass..."

It's now important to realize the effect of...

twenty

Cycles: Creating, Advancing and Setting Records

I'D LIKE TO CHALLENGE YOU TO DO SOMETHING FOR THE NEXT 21 DAYS. IT'S A VERY SIMPLE CHALLENGE. NO COMPLAINING ABOUT ANYTHING. FIND THE GOOD IN EVERY SITUATION. IF YOU DWELL ON A challenge for longer than a minute, you should go back and start the 21 days all over. Try this for the next 21 days and watch your life transform. Experience the joy of living with true fulfillment. Wait until you do this. It will be something you never forget if you're up for the task. You can always go back to complaining after 21 days. I believe the quality of life you will attract in your life will be something you want to ever let go of again....

So let's talk about this cycle. I believe that there are 3 stages of building our life.

- 1. Creating momentum**
- 2. Advancing momentum**
- 3. Maintaining momentum**

Have you ever known someone who wanted to start an exercise program? They talk about it. They may suggest that tomorrow is the day. They prepare by getting a physical, the right equipment, finding instructors, getting the right food. What's the first day like? Wow. It feels good to get the blood flowing. Exercise. What's our attitude? Upbeat and positive isn't it? What's the next day like? Muscle soreness. Tight. Aches. Pains. Reevaluation. This is what separates the champions. Creating momentum is the toughest phase to be. It's the renaissance period - a new beginning. Whether it's exercise, finances or starting a business,

Cycles: Creating, Advancing and Setting Records

creating momentum is where the crowd is separated. That second day, a little muscle soreness hits. How do we respond (that's the key)...?

So we move on. We don't let that slow us down. We look at "our situation" and question: "... compared to what? Compared to whom?" We realize how lucky we are and that it's part of the process. So we go the next day. We're building it. Nothing's going to stop us. Then we look in the mirror and we swear that we've gained weight. What am I doing? Oops. Momentary slip. We keep going. We go another day. We go another. Another. Another. It's 3 weeks into our program. We're feeling good. We're looking good. Maybe we've toned up. What have we hit? ... We've hit the stage of advancing momentum. How does this feel? For some it's like a habit. They look at what it will cost them to not be there.... - to not participate... to not keep building... It feels like we're losing a pound every other day. We are looking good. Maybe we hit our target weight. We hit our goal. Our metabolism is at its peak state. We are rolling... and typically at this point we shift.

We shift into a comfort zone. We shift into maintaining momentum. We're not progressing; we're not losing either. We are just there. And it's ok--because we have the experience to be proud of. A lot of people stop doing the things that got them to this point. What do I mean? Maybe they go from exercising 4 days to 2? Their metabolism is pretty high so they start eating starches and desserts again. What happens initially? Not much. There are no significant changes because all the hard work has carried us to the optimum. However, this is another breaking point. When we shift into maintenance or what I term a lazy habit mode, it's just a matter of time before we either A. - are heading back to where we came from, or B. - we find a new goal to advance momentum again.

I have to admit there have been many learning experiences in my life when I didn't follow this lead. Have you ever heard the statement, "... if you forget where you come from you're on your way back." That's what these 3 stages represent.

We could look at like this. Ever seen an Indy car race? Let's say our car can go 190mph at optimum speed. We take off in our quest to win the 500-lap race. We're winning. We are the lead dogs. In fact we're 5 car lengths ahead. We've created momentum, we definitely advanced it, and right when we should put the race away, right when we could put the race away, what do we do? We let our foot off the gas. What happens?

What if we only let our foot off the gas for just one lap? All the momentum we gained is lost. We get passed. It takes us another 100 laps to regain just to get back

to the same spot we were at. What if we just had kept our foot consistently on the pedal? We would win the race?

Do we know a lot of people in life who are great starters and poor finishers? We live in a country with very few finishers. Look at marriage. Over 60% of the population ends up in divorce. Why? In my opinion -because we can. I know there's exceptions and I'm all for the protection. However, the majority of people who divorce do so because they can. What if they couldn't? What if they had to make it work? Would people find a way? I think people are very resourceful – more resourceful than they even realize until they awaken the Champion within. I think there is a champion inside of each and everyone of us. I think that we could if we had to make it work.

So, what if you and I accepted a higher standard than most and we committed to making our life work? What if we committed to getting the success out of life? Pursuit of the American Dream. Pursuit of true life. True passion everyday. Liberty. Taking advantage of that God Given right we have in this country. Happiness. Many people are driving thru rush hour traffic giving each other the one finger wave - a true sign of happiness.

What if we committed to living life to the fullest?

Would there be obstacles? Of course. If we were prepared, and knew how to shift ourselves from creating momentum - which is the hard part - to advancing momentum, to maintaining momentum, and then being able to shift to high gear to advance it again, and again, and again where we would we be?

What would it be worth to increase our results ten-fold because we understood the...

twenty-one

The Link

WHAT IS THE MISSING LINK? WE KNOW PEOPLE WHO THINK POSITIVE, WHO ARE INVOLVED IN PERSONAL GROWTH, WHO KEEP A JOURNAL, WHO UNDERSTAND THE POWER OF GOAL setting and don't have the life of their dreams, don't we? I can relate to that one as well. It wasn't until I was introduced to the missing link that I will share with you that everything came together.

As simple as it can be to gain momentum and advance momentum in a positive direction I had often found myself feeling I was on a skateboard going uphill. I'd stop just for an instant and next thing I knew I had slid completely downhill again - and often times because of the slope I'd end up further behind than my original starting point.

Have you ever felt that way? This missing ingredient can bring it all together, however it is going to take work. It is going to take some effort. Is it worth it to you to be able to overcome any obstacles and continue having control of your momentum for the rest of your life? What would that be worth? What if you had learned that secret? Would you be willing to actually follow through? I urge that if you want what most people don't have then do what most people will never do and that's get a "vision". No I'm not talking cosmic here. I'm talking about a "vision" of you and finding...

twenty-two

Life Purpose

LET'S START AT THE BEGINNING. I THINK BY NOW YOU WOULD AGREE THAT WE ALL HAVE VALUES YES? -SOME MORE IMPORTANT THAN OTHERS? EACH PERSON MAKES THEIR DECISIONS BASED ON those values. If I had to ask you to list the "values" that you feel are most important to you, what would you pick?

In fact let me help here by putting a list together:

Appreciate	Humor	Pleasure	Challenge
Responsibility	Belonging	Independence	Power
Contribution	Joy	Comfort	Integrity
Recognition	Creativity	Leadership	Communication
Intimacy	Relationship	Friendship	Love
Creativity	Safety	Fun	Music
Family	Order	Security	Honesty
Spirituality	Freedom	Participation	Inspiration
Strength	Work	Partnership	Trust
Success	Harmony	Peace	

I'm sure there are more but that gives us a good start doesn't it? From the list provided circle the top ten that are most important to you. Then list them in order of importance from strongest level of importance to least importance on the following lines:

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____

Life Purpose

7. _____ 8. _____ 9. _____
10. _____

That wasn't so hard was it? Now out of the list of 10, pick your 5 most important values? It is important to go with your feeling. Don't get hung up trying to figure it out. Go with your instinct.

Next, pick 3 values that you consider to be gifts that you provide to others?

How are you doing so far? I know this takes work. It will be worth it when we're done.

Have you ever heard of a company having a mission statement? It is very common for a company to have a mission statement. In fact in the movie, "Jerry McGuire" the theme was about a mission statement. My dad works for a company and their slogan/mission statement is "A Different Kind of Company, A Different Kind of..."

I don't know if that mission statement is really reflective of the work environment, however, it is something that the company has grown into. It has become a living, breathing, accepted vision of the company by its employees and by its customers. So let me ask you a question if you don't mind. If a company has a mission statement, why can't you or I?

What's your mission statement or life purpose?

I know that may sound like a strange question. In all my years of studying success, one of the key ingredients that separate the "champions" is having a real life purpose or mission statement. What's yours? Look at your values. It should be fairly easy to notice. If you find yourself challenged then think of **what would you like to do that would be fun and fulfilling for you?**

I'll give you mine. Notice that it's simple. That's key. Also, this is who I am--whom I have evolved into. I've become the character in my movie.

My life purpose is: "I live to inspire, develop and empower people to live a life of success."

Go ahead and write yours: "I live to ...

That wasn't so hard was it? By the way, it's ok to be flexible over time. As we grow, our mission statement may change and progress (as we create, and advance momentum-- if we hit maintain momentum stage it's a good time to adjust our mission statement). We will have all the power in the world when we tap into the magical concept of creating the ideal picture in your life, creating...

twenty-three

The Movie: The Vision!

WE'RE GOING TO HAVE SOME FUN BY LISTING - FROM THE EXERCISES WE'VE DONE TO THIS POINT - THE QUALITIES OF A CHAMPION, AND THE ONES THAT ARE IMPORTANT FOR YOU. We're coming into the final aspects of striving to be a Champion. It's the 4th quarter. This is the time when Champions rise out from the ashes...

Now what we've done is prepare for our movie. The movie: with you as the star. We already titled your movie (life purpose). We've given the movie a theme to follow (values). Now it's time for our creative juices to go to work. Now is the time to relax, take a deep breathe and put pen to paper and...

... Write the movie of a day in your incredible life. A day with you in vivid detail living your dreams, describing the set, the characters, the actions, the mood, the... well whatever it is you want. I know this may sound silly. However, if you really focus on this, you will have the ability to get to a place in life that most people only dream about. Have you ever heard a concept about professional athletes that visualize their success before it happens? Guess what? Why can't we apply that to our lives too? If the highest paid athletes and actors do this, who are we to argue with success?

So let's begin. First, it may help to see a sample. Maybe this will help open a door for you that will unlock the key to your potential. Enjoy.

Dan's Vision: The Ideal Day!

I live to inspire, develop, and empower people to "live" a life of success!

The Movie: The Vision!

It's a glorious morning! I wake up to the sounds of music -- birds chirping, crickets singing their praises as I get ready to read the Bible to learn today's life lessons. I find it amazing that the messages I read are applicable to my life. After my commitment with the Bible it's another 15 minutes in the new book I'm reading.

As I close my journal for planning and solitude it's time to head downstairs to my perfectly designed exercise room -- fully equipped with treadmill, stair master (for Alisa), Lifecycle, Universal gym, Full rack of free weights, free weight Bench and an area for aerobics/waist exercises.

I love exercising and building a solid foundation of health. My shoulders are as stable and strong as they've ever been--well defined and powerful. I love breaking off from the strength/toning exercises and over to do some waist exercises. I love the six-pack I have developed. I exercise all areas of the waist with discipline, appreciating that I'm as healthy as I've ever been--my waist a svelte 36 inches. My biceps bulge with each repetition. I can see my image in the mirrors in the room. I am blessed-- I am blessed with an incredible temple, and I enjoy keeping it in the best shape.

As I run I remind myself of all I'm thankful for:

...The world class exercise room

...incredible health

...incredible home in FL. San Diego, and Scottsdale.

...The angel in my life—Alisa

...Our 2 beautiful kids

...so many things that God has blessed us with financially, physically, socially, spiritually, and emotionally.

Another great day is getting started.

As I finish... I head upstairs to the kitchen where Alisa greets me with a good morning kiss (very passionate), and time for a sit-down breakfast out on the patio overlooking the ocean.

As we begin to talk, Alisa informs me of what's developing with her home schooling-mentoring project. She is so wonderful. I'm so lucky to have an incredible woman in my life.

After breakfast, I head upstairs to our exotic bathroom. I choose today to take a hot-shower. We have vaulted ceilings upstairs and the sun is coming in. As I step out of the shower, I walk into our master bedroom - Alisa elegantly designed it. As I

get ready for the day I walk to the screened-sliding doors and look out over the ocean. The view is breath taking. You can see the ocean for miles. The sun has just come up. It's a plate glass, postcard view...

I head back downstairs to greet the kids -- and take them off to school. We have some fun this morning, joking, laughing, and talking about the day, truly enjoying each other's time.

Boy, I love being my kid's best friend. I know Alisa does too!

Our relationship is so wonderful. They have high self-esteem, very outgoing, and healthy-beautiful kids. We walk out to the garage. I decide to leave the Range Rover and Porsche in the garage and take our convertible Mercedes. We wait patiently for the top to come down -- our daughter loves letting her hair fly in the wind, just like her Mom.

After dropping them off I head over to the office for a surprise visit to say "hello." My assistant has gotten there early. I'm greeted with many smiles and several hugs. I pull a couple of the associates together and give them a gift for their hard work-- a golfing outing, and spa package -- retreat weekend with Alisa and I.

I love spending time with people in this business. I love impacting new people in a positive, loving way.

After my brief visit, it's back home to get prepared for my new audiotape program. Our last one sold over 50,000 copies. I complete the final details for the time and date in my flexible, fun filled schedule. I arrange and verify that part of the taping will be from live footage from this weekend's seminar. I'm looking forward to another action packed weekend.

Our last training had over 5000 reps from the region. This one is sure to be bigger and better. We're having a special guest in addition to Laura Rubidge, Rick Bern, Jerry Brodeur, we have Mr. Zig Ziglar. I'm very excited! He had a waiting list for 2 years. We finally did it!!

Our organization has grown tremendously. We enjoy the success of helping inspire over 500,000 people thru our trainings, books and tapes.

We live debt free--we have been for years -- and a monthly income for all sources of over \$200,000 per month.

I feel so blessed with all the letters, emails, and recognition we've received. We just finished our interview for a full-feature article with Entrepreneur Magazine (I agreed as long as they would mention a few of our top-producers).

I love seeing people I've worked with getting the recognition they deserve! Business is booming.

The Movie: The Vision!

I love the fact that we have one of the best "accountants/financial managers" on the planet to mesh everything together effortlessly.

The Champion's Foundation that we've intertwined with Major League Baseball has had a huge impact on inner-city kids. What a feeling to give back to the environment you were raised in, to see the kids smile meeting their favorite athletes, and financially raising over \$250,000 in the last 12 months through the foundation.

Our company, A Champion Vision, has been more prosperous than expected. Our books, tapes, and videos have been impacting the lives of over 500,000 people to date. It is growing every day. We are so blessed. We are in the process of working out the final details for a 24 hour/day 7 day/week TV program covering all aspects of life. I'm very excited about some of the people who are looking to be a part of this life changing opportunity -- Laura Rubidge, Phillip Townsend, Beatta Maazen, Jerry Brodeur, Rick Bern, John Cloutier, Doug Firebaugh, Jim Rohn, Brian Tracy, John Milton Fogg, Zig Ziglar, Mark Victor Hansen, Robert Allen, and many others...

As I finish up for the afternoon, I do a couple of leadership calls for our organization and announce this quarters contest -- an all expense 2 week paid trip to Australia. The previous trips Alisa and I have been on have been spectacular -- after the last one we knew we wanted to share that opportunity and event with the people we love.

We expect 25 of our leaders to be on that trip. It will be one for the ages!!

After the conference calls, I can't help think how fortunate and blessed we were to be at the right place and right time with Laura Rubidge -- what seems like yesterday. I write another special note of thanks to her -- I send her one every week -- for all her love, dedication, and guidance. I also write Mr. G. who retired some years ago to let him know how much I appreciate his dedication and love for people -- and being the initial person who got us to believe and LOVE this incredible industry. We are blessed.

As I wrap up and get the notes out the phone rings. Alisa is on the line. She reminds me that our son has a ball game today, our daughter has cheerleading practice, and that she finalized our trip plans to the Keys at the end of the month. I can't help but think how lucky I am to be with Alisa -- she is an ANGEL.

I write myself a reminder -- I haven't missed any of my son's games during the week for the last 4 years. What a gift it is to watch/enjoy your kids grow up. I'm his biggest fan. I think he might enjoy the support too. His teammates are always commenting, "Your dad is always able to see you. That's so cool."

Isn't it great to have freedom? I love being there for them.

In between innings and at bats I head over to the gymnasium where our daughter is practicing. When my daughter sees me her eyes light up. I love that she knows how much she is loved and cared about. When they finish their routine I hand her the flowers I had gotten her and a note that reads, "We are so proud of you. You are an angel." She truly is in her own right. I wink, give her a hug, and head back to the game...

When I get back to the ballgame, my son is coming up to bat. He is a naturally gifted athlete with all the intangibles. It will be tough to decide whether he should go to college or straight to pro-ball. I'll probably let him decide. (Yeah, right;)) After the game I pass my son a note, "Great game. You're the best. Walk with humility. I'm proud of you. Dad" He had another 2 for 3 day and a couple of solid plays at shortstop. I slide out and let him celebrate his team's victory with his teammates.

When I get back home it's about time to head to the training we have planned. I'm making a guest appearance to promote this weekend's event. They are planning on 250 people tonight. I love meeting new people. In fact I'm in Fl. tonight, San Diego tomorrow, Scottsdale on Wed. -- they all have plans to have 200-400 people for the presentation.

The room is properly lit and organized. Actually, more people have showed up than expected. It appears that there are about 600 in the room with more filing in. As I get my microphone prepared," I notice a hint of "sage" in the air. Gregory and Joel are the best.

I walk on stage and the energy is incredible--everyone's on his or her feet clapping and cheering. The clapping goes on for 5 minutes. I just look up and thank God.

What blessings...

As I finish the briefing people are scurrying to get registered for the weekend event. Gail and Barb come over and give me a huge hug and thanks. Gregory, Joel and I high-five. I spend hours there meeting, greeting, and answering questions. There is a lot of love in the air. I love meeting new people-- excited, some scared, and ready to go for it and pursue their dreams!

When we finish, I inform Gregory, Joel, Barb, and Gail and their top 20 people to head over to our house. It's going to be a chance to grab a late snack and catch one of my favorites of all time: RUDY.

The Movie: The Vision!

When we get to the house, Alisa is waiting, our kids in bed. Our chef has prepared some delicious high protein, light, snacks for all of us. We head over to the opposite side of the house to our Theater Room with a 20 foot screen and 40 seats and snacks already laid out.

I hit play on the remote and give Alisa a hug.
She whispers to me, "How'd tonight go?"
I lay a big kiss on her. "It couldn't have gone better."
She smiles.

A rush of energy overtakes us, both smiling -- as the movie is getting ready to begin. Chills run up and down our body. We turn and gaze into each others eyes -- the feeling of peace, excitement, knowing we're making a difference, contributing to so many people's lives, happiness, joy, love, friendship, inspiration...

... We are so blessed,
... We are so blessed...
... The movie begins.

One thing to stay away from is trying to compare. I look at my mentors "vision" in the ideal day and I can get myself to feel overwhelmed. It's simple. It's about your favorite subject, you. Let the strokes on the canvas be your art. Make it a masterpiece. You can do it. So get in a quiet area. Close your eyes. Grab your pen and paper and go for it... start in the morning waking up, describe the details that are important to you. Just go. Write. You can always edit it later. Let it flow....

So, how'd you do? Remember, you can revise it (in the next section). I have definitely adjusted my vision over time. I have found it to be incredible to help put us on track to create the momentum in our lives, but most importantly when a bad day comes, I review my vision. In fact, would you like to know another secret?

Write out/ print out your vision and for the next 30 days, read your vision out loud to yourself. Everyday. I know it sounds strange. It's the little things that matter. Read it in the morning and before you go to bed. When you have a moment, pull it out and read it in the mirror-- passionately with vigor. You will be amazed at the peace of mind and the confidence you will develop. If you're really up for it, record yourself and when you go to bed, put the tape on and listen to it as you fall asleep. Your subconscious will work on your vision all night long. Soon

you may find yourself living that vision. Everyday that you are following thru you are one day closer to living your dreams, of becoming all you can be, of experiencing all that you deserve... a lean, healthy, integrity raised, production, machine... A Champion... A champion when you look in the mirror, a champion with your spouse, a champion with your kids, a champion with your associates, within your church, within your community, within your city, within your country... There is a Champion inside of all of us. It's our responsibility to make the most of our potential and wake up that little seed. When that final day comes and God proposes, "I GAVE YOU LIFE, what did you do with it?"

What would the chance be if we lived as a Champion to get the most out of our potential? How would it feel to get the most out of our life? We could stand proud knowing that we did it. We did the little things to be the best we could be... A true child of God... A Champion.

Where would we be today if you had created and continued advancing for the last 5 years? Better or worse? The fact is, we can't do anything about the last 5 years and we can start immediately to do something about the next 5? You deserve it. You are a winner. You are a success. You've already done it in some aspects of your life. Now is the time to put the game plan together in all areas to get the highest quality of life you desire mentally, physically, socially, spiritually, and financially.

We've gone into the forest. We've cut down the trees. We've figured out what we want. We've established the blueprint. We've identified how to overcome the obstacles. We've built the foundation. Now it's time to put it all to use and build it...

... And as the movie *Field of Dreams* cites, "Build it, and he will come."

I believe that our life is a reflection of our faith. A test to see if we deserve what comes our way. The following exercises will indeed give you the action steps to achieve greatness, to gain confidence and to become a Champion. Up until this point we have been laying the foundation, giving you the game plan or the playbook. The next chapters will allow you to get on the field, to pull out the canvas and live the life you truly desire – if you don't stop short. I encourage you to finish what you've begun. If you achieve 1/100th what many have accomplished with the following exercises it will be well worth it.

Never again will anyone reading this be able to suggest they didn't have the chance or an incredible opportunity. Isn't it about time to allow God in and

The Movie: The Vision!

experience every joy there is available and build the life we all want, the life we all strive for? The life as a striving, growing...

Champion.

A Champion in our homes. A Champion to our spouse. A Champion to our kids. A Champion in our church. A Champion in our community. A Champion in our city. A Champion in our states and in our country...

A Champion as a child of God.

APPENDIX A:

A Champion in the Making...

GOAL SETTING and DAILY EXERCISES

Designing a Life Choice

Do you realize that we spend over 14,000 hours in grade school and high school and over 80,000 hours working? If we spend that amount of time because we have to, would it be worth 5 minutes per day to get control over your destiny? If you have too much time on your hands, too much money in your bank account, too many friends, too much fun, too much health, and too much quality of life, then you may not need to follow thru on this part of the program.

Have you ever noticed that some people live life the way God intended it to be, while others just barely get by? What's the difference? It's been well documented in the classic "Think and Grow Rich" by Napoleon Hill that only about 5% of the population has set clear, concise goals. Isn't it amazing that about 3% of the population becomes financially independent? I wonder if it's a coincidence?

Setting goals and designing our life is very SIMPLE. The challenge is that a lot of people have a difficult time teaching or understanding how to really set goals. I was very intimidated for a long time because I just didn't understand how to set goals, let alone accomplish them. On top of that, there is a natural fear of doing something different.

Let's face it, how do most people handle change? Most people try to avoid it at all costs, wouldn't you agree? However, most people who are successful thrive on it. In fact, what is one thing that we can guarantee is happening everyday? Change.

Let's look at it another way. Do you remember being a kid? Do you remember being about 14, maybe 15? Remember how simple things used to be? Remember playing in the sand box dreaming big dreams? Remember Little House on the Prairie and Scooby Doo? Remember being at school and writing a note:

Mary, will you go with me?

- A. Yes
- B. No.

Do you remember those times? Do you remember that first love? I remember running home to mom all starry eyed and knew SHE was the one. What did mom say? Oh, it's just puppy love. You'll get over it. How did I respond, "No mom, she

IS the ONE. I love her. This is it.” Can you remember a time like that? Then what happened?

Mary broke it off. What happened? We got depressed. We locked ourselves in a pitch-black room, balling. Sad. Dejected. Do you remember?

Facing change was tough. We had that tight feeling in our chest. Remember that? Change isn't easy. Maybe a few weeks went by - maybe a few months.

What happened next? We got over it. In fact a few months later, our opinion was, “She wasn't that cute ANYWAY” and we move on to bigger and better things.

Even as a kid it's hard to deal with change isn't it? So what do most people do? Avoid it. It like a rut we get into. I had learned from one of my mentors that the difference between a rut and a grave is just a few feet. Isn't that the truth?

That same mentor taught me that in order for things to change we've got to be willing to ... Change. In order for things to be better we've got to do something better. In order for us to get what we really want we need to be willing to do the things that most people won't do in order to have the things most people won't have.

So what this section will give you is a head start on literally 95% of people who don't attempt to get better. You should be confident that when you're done with this section you have a formula to reach your goals – short term and long term. You can be assured that you will be ahead of virtually everyone you will meet because of the commitment you will finish here.

It's so simple to get ahead and get what you want. Why? Because we don't have any real competition. No one is really trying to do something special. We have a window of time to seize the Day. It's our destiny to do something special.

Here's the simple approach. You will get the most out of this section by following the guidelines here. Even though it may appear difficult to set and achieve goals, it's a lot like baking a cake. What I mean is this: What has to happen to bake a cake? A cake is a finished product composed of the right ingredients mixed in the right way in the right environment. Pretty simple huh?

So is our life and goals. Our results and achievements are all finished products composed of the right ingredients mixed in the right way in the right environment, isn't that true? Do you feel that you have used your maximum potential?

Here are a few simple ingredients to bake the “Cake” – the life you truly desire. In the following exercises you will get the chance to:

1. List the qualities that you believe you need to live the highest quality of life you deserve.
2. List the 5 most important achievable goals/ qualities you will achieve.
3. Begin your daily exercises. It will be composed of the following:
 - Date each page as you do the exercise
 - Write what events and feelings taking place that day
 - Answer the following with 5-10 answers each
 - i. I am grateful for...?
 - ii. I am happy anytime I...?
 - iii. What I did well today...?
4. Write 3-5 positive statements that you are committed to achieving - this could be a couple of the affirmations that we used previously, or even a few closing words of prayer.

The following pages will give you examples as you get started to give you a guideline of how to begin. Imagine how exciting it will be in a few days to start experiencing the positive development, the growth, and fulfillment of becoming a Champion.

As you go thru the exercises what I encourage you to do is the following after you complete Section 1:

1. Read the qualities that you have written out loud every morning
2. Write your daily exercises for the next 14 days.
3. After 14 days write your new Vision, as the person living your ideal life that day.

If you really want to accelerate this process, read your VISION each morning for 14 days and do your exercises at the end of the day. It's amazing how the subconscious can work for you. What would it be worth to have infinite intelligence working with and for you?

This program is for the people who want to grow. Imagine where you would be today if you would have had the chance to live these principles for the last five years. You would be better off, wouldn't you?

It takes effort and consistency to bake a good cake too, doesn't it?

Now that we've outlined the recipe, it's time to start putting the ingredients together – to become the Champion we deserve to be.

In a matter of weeks you'll notice improvement, you'll grow, you'll gain confidence, personal power, and strength that most people only dream about.

If you're really up for the challenge, you'll grow more in a month than most people do in six-months to a year. You deserve it. You're a winner. You're a Champion...

...A Champion in the Making.

The greatest value of A Champion in the Making will depend on how many of the guidelines you choose to adapt or utilize as a way of living. You will benefit the most by doing the exercises to follow on a consistent basis. It has been taught that the average person can only retain about 7-10% of what they hear/learn. That's why it's often suggested that repetition is the mother of learning.

Playing sports, I was taught that "practice makes permanent." That's a little different than what most of us think. What's the old saying, "Practice makes perfect." Whatever habits, actions, and attitudes we consistently practice become permanent don't they? That not only applies to good habits, but bad habits as well. Unfortunately, most of us have practiced bad habits for a long time? How could we use this to our advantage and apply good habits in our daily life to get what we really deserve?

What if we mirrored the Great Habits of Great People? What if we adopted these qualities of the great one's in our society? What if we adopted their actions, their philosophies, and their habits, could we get more out of life? If practice makes permanent what habits do we have currently?

On a scale of 1-10, 10 being greatest how would you rate your quality of life?

* Mentally _____

* Physically _____

* Socially _____

* Spiritually _____

* Financially _____

Remember, our goal is to go from Point A to point B in the shortest distance possible.

Next, what's missing that would make each of these areas a 10?

Now, we're getting our ingredients laid out, and the foundation set to bake our cake. Remember earlier when we shared the idea of God coming to us with a brush and canvas and saying, "I give you a gift of life. What do you want to do with it? Paint your life anyway you want it to be."

Without any stress, answer the following:

If money weren't an issue, what would you do for you and your family? If you had \$5 million dollars direct deposited in your account, what would you do with your money and your time?

Here are a few to help you get started (Use the following pages):

- * Travel to Hawaii
- * Travel to Fiji
- * Travel to New York
- * Donate to my church
- * Start my own business
- * Take one weekend a month to travel with family
- * Attend personal growth seminars
- * Start a new hobby
- * Send my family \$500 per month
- * Donate my time to local charities
- * Exercise 6 times per week
- * Build my dream home
- * Learn how to ballroom dance
- * Play golf across the country
- * Visit pro sports teams cities and watch a game
- * Attend a Fantasy Camp
- * Vacation Overseas
- * Invest in real estate
- * Write a book
- * Build a home for my parents
- * Own a 26 ft. Bayliner
- * Own a home in Clearwater, Florida
- * Own a Condo on the golf course/ lake in Arizona
- * Own a getaway cottage in Flagstaff, AZ.
- * Coach youth baseball
- * Coach college baseball
- * Build an in home library
- * Build a home gym
- * Build a basketball/ tennis court
- * Build a swimming pool
- * Sponsor community events
- * Attend fundraisers once / month
- * Read the Bible 5-10

It is my belief that God would never bring an idea, a vision, an opportunity, or a goal to us that we could not handle. I believe that if we thought it, God has given us the capacity to achieve it. What would it be worth to achieve all the goals you set?

I can't express how important the previous step is. It is the recipe and the ingredients for our Cake. Without the right ingredients in the right mix, what happens to the cake? If we don't cook it at the right temperature, what happens to the cake? It cave's in.

Let's bake the best cake. The ingredients are available. It's now putting the ingredients in the right mix at the right temperature in the right environment.

Let's look at the importance of time. Our life can be broken down into many small parts or ingredients. However, if we don't spend the time baking the cake – in other words if we try to rush it by cooking at a higher temperature or even overcooking it, what happens? The cake doesn't turn out the way we wanted. Our life is that way too. There are no shortcuts. There are no get rich schemes that work to create a truly fulfilled, passionate, well-balanced life.

Let's look at this way. Each year of our life is broken down into weeks, days, and hours. What do you really spend your time getting good at? What are you doing with the gift of life we've been granted? If you were told that you only had 3 months to live, what would you do different? Most would probably LIVE for the first time. Why not live that way now? What kind of happiness has it cost you not living that way? You deserve the best.

We can look at time like a bank account. Each year we are given a deposit of 52 weeks, 365 days, and 8,760 hours. Wow! Can we ever get back an hour or minute we lose? Would it be a good idea to understand how we spend our time? How many hours are spent working? How many improving our health? With our kids? Family? Personal growth? Reading? Watching TV? Reading the paper?

The average person has a bank account of 8,760 hours per year. That's 525,600 minutes. Out of that time the average person spends 8 hours per day or almost 3,000 hours sleeping. That's over 34% of our time to sleeping. The average person spends 50 hours per week and 2600 hours at work – 350,000+ hours in a 40 year career. That's approximately 30% of our time for work. How much does that leave us to us? Only about 4-8 hours per day for us to spend time with kids, travel, read, exercise, spend time with family, etc... Is it any wonder why the majority of America is stressed, overweight, and a society of TV watchers? What would it be worth to balance your life, beginning today? What simple actions could you do beginning today to balance your life?

Again, let's look at the five main areas and a couple of examples:

- Mental – I love listening to success tapes in the car and reading 5 minutes every day.
- Physical – I enjoy exercising 45 minutes 5 days per week.
- Social - I love spending time on Sundays with friends.
- Spiritual – I love reading the Bible for 5 minutes each day.
- Financial - I love helping inspire people each day while I continue to tithe 10% and invest 10% in my future.

So, what could you apply each day to bring balance to your life? Go ahead and list yours:

Mental - I love ...

Physical – I love ...

Social – I love ...

Spiritual – I love ...

Financial – I love ...

What would be different in your life if you made BALANCE a priority in these 5 areas?

It certainly would make a difference. Let's look at the qualities we need to achieve our goals. Qualities are the missing link when it comes to ACHIEVING. Have you ever met someone or heard of someone who became a success overnight? In many cases, they were a one hit wonder, never to be heard from again. This happens in our everyday life as well. We have good days and bad days don't we? What is it that these overnight "hits" seem to be missing – in many cases? Consistency. How do we attain consistency? Obtaining the qualities of a Champion.

Have you ever met people who tried to reach goals of material things, possessions and external physical goals? As an example at one time a few of my goals were to earn a six-figure income, drive a Mercedes, and own a home. I have to admit that after years of writing these goals and NOT achieving them I gave up. I quit pursuing these goals. I had accepted the fact that I was destined to have an average financial life. However, I knew I couldn't just stop setting goals. So I shifted my goals to obtain qualities as a person – now called Champion Qualities. I had no idea what would happen. In fact, if you would have told me that what would happen as a result would happen, I would have told you that you were crazy! Thank God I made the adjustment. I now realize it's who we become that's most important to us achieving. When we become that person, the rest takes care of itself. In fact, here are a couple from my journal from a few years ago focusing on QUALITIES.

I love and appreciate attracting high quality people in my life as a result of living with integrity, passion and love.

I love inspiring and helping people realize their dreams to increase their quality of life.

What I found out was amazing! I couldn't control a lot of things with regards to my financial goals. I could control the QUALITIES that I adapted. I could change TODAY! How exciting.

Here is a simple way to look at it. Pick any goal you want to achieve.

Fill it in here:

In order to achieve it (your goal), what qualities would you need to acquire, adapt and learn? If you don't know that's ok. In fact, answer it as though you knew without a shadow of a doubt what those qualities were. (**Note: You may want to review Chapter 4: The Shortest Distance...**)

The qualities I would need to adapt:

Again, it's important to have the right ingredients in the cake isn't? If we add too much sugar or too many eggs, what happens to the cake? Same thing in our life.

Let's look at finances? In order to double your income, what qualities would you need to adapt, learn and consistently apply? (Again, if you don't know, just answer to the best of your ability as though you did know)

List them here:

Have you ever heard the statement that, "Find someone who has the results you want, do what they do, live as they live, and you will get what they have"? In other words, start living the qualities of other successful people – walk in their shoes – and watch our life change for the better as a true CHAMPION.

Who are 3 people that you admire and respect that you would love to be like?

Next, list the qualities they possess that you admire the most (Remember: don't list or focus on their possessions, rather focus on their qualities)

What would you list as the most important qualities that you need to acquire to reach your goals?

What could you do today to improve those qualities? Jot down your answers here:

- Mentally
- Physically
- Socially
- Spiritually
- Financially

Now translate these into positive statements that would include the qualities. Here are some examples:

I love exercising 30-45 minutes each day disciplining myself while I have fun as a healthy, outgoing, positive, energetic person.

I love helping people realize their dreams as I display good listening skills, compassion, and open-mindedness while I am truly interested in other people.

I love and appreciate the personal-growth I experience as I am committed to learning – reading one new book and listening to success tapes- and enjoy living as an abundant, well-rounded, balanced individual.

Notice that each of these contains 3+ qualities. Now start off with 3 of your own-while including at least 3 qualities-that will get you off the launching pad to reach your ultimate goals. Make sure that you use positive language as well as being in the present tense. Avoid using words like becoming, going to, etc... Instead use the present tense – I am, I enjoy, I have, etc...

I love...

I love...

I love...

The ingredients have been mixed. This is simple isn't it? How does it feel to have already accomplished what 95% of the population will never do or learn? Imagine what kind of peace of mind you enjoy, what kind of quality of life you experience mentally, physically, socially, spiritually, and financially.

Now is the time to go to the next level. What happens if you exercise for 2 weeks and then stop working out for a week or two? When you start exercising again, you go thru the muscle soreness as though you started from the beginning. It is much easier to advance and maintain momentum when you are consistent. It's simple: "Use it or lose it – and start all over."

Now we move onto the daily program that will catapult your life and allow you to attract these qualities in record time.

The daily exercises will give you the ability to advance at a remarkable speed – if you're consistent with them.

If you're really working with the daily exercises you will find that each day's experience will be different for you – different emotions, experiences, attitudes, and results. Each day is broken down into a few parts.

1. What's happening today for you?
2. I am grateful for ... (fill in 5-10 ideas- be creative)
3. I am happy anytime ... (Fill in 5-10 ideas)
4. What have I done well today ... (find more good things)
5. Write a few affirmations.

The following example should help you. You can also refer back to the previous chapters 7 thru 9 for review.

DAILY EXERCISES __ 01 __ / __ 15 __ / __ 01 __

Today I... had an incredible day. I helped to establish a new market Place and feel very lucky to be able to make a difference in people's lives. I love helping people. Alisa and I are studying how to communicate better with each other which will only make our marriage and our future more properous. Today has been incredible. I am so lucky to have great friends like Matt, Christopher, Rick, Jerry, and Laura to work with. I am so blessed.

I am grateful for...

- * Alisa's love and support
- * Laura's guidance and love
- * God's blessings everyday
- * The growth I'm experiencing
- * My flexible schedule
- * The beautiful home in AZ
- * The partners I work with
- * My health
- * The wealth I can share
- * The ideas that flow

I am happy anytime I ...

- * Think of God's grace
- * Make a difference in others
- * Exercise
- * Read/Learn something new
- * Picture Alisa's smile
- * Make mom laugh
- * Read the Bible
- * Talk to my family/friends

What did I do right today?

- * Exercising daily
- * Reading the Bible
- * Tithing 10%
- * Following thru on commitments
- * Doing my journal exercises
- * Communicating with Alisa
- * Saving 20% of my income
- * Listening
- * Writing my book
- * Living with faith

Closing comments – Prayer – Affirmations

I Love exercising each day disciplining myself while having fun, focused and passionate about my dreams.

I love attracting abundance from expected and unexpected sources – mentally, physically, socially, spiritually, and financially.

I love attracting high quality people in my life, while living with integrity, demonstrating good listening skills and leading by example as a giver to others.

I am in God's hands. I can do all things in God's name which strengthens me. I love doing the most productive thing at any given moment. I am a child of God. If God be for me who can be against me.

DAILY EXERCISES ___/___/___

Today I...

I am grateful for...

I am happy anytime I ...

What I did well today...

Closing comments – Prayer – Affirmations

DAILY EXERCISES ___/___/___

After 14 days of doing the daily exercises you are ready to rewrite your “Vision”. The entire book has prepared you for the opportunity to write your “Vision – as a Champion.” Everything to this point has been practice – getting prepared for the Championship. We’ve uncovered your strengths and your weaknesses. You know how to maximize your strengths.

You have designed a blueprint, an action plan, daily steps, and a Vision of your future – all congruent with your values. You have gone through a sample first draft Vision. It is now the moment of truth. In this world of great starters and poor finishers you have a chance to do something that less than 5% of the population will have the chance to do. Inside each of us is a seed of untapped potential – waiting to be challenged. Once you realize who you have the chance to be, you can never make EXCUSES for the results you get – or don’t get. Your seed of potential is a gift.

You have to plant the seed in the right environment – water it and take care of it. You need to plant it in good soil and keep the “weeds” away. You need to nourish it and give it sunlight.

In the end you determine whether that seed goes wasted or blossoms to nourish those you come in contact. You have a responsibility. There is nothing worse than wasted talent.

It isn’t the opportunities that come your way. It isn’t the material things. It isn’t the people we meet and know. What is it?

It is up to US – it is up to you.

You can make the difference.

You are a Champion.

A Champion in your home. A Champion to your spouse. A
Champion to your kids. A Champion in your church. A
Champion in your community. A Champion in your city. A
Champion in your state and your country...

A Champion as a child of God.

My Vision: ___/___/___

Write the movie of your incredible life – a day in your incredible life. Write your day in vivid detail living your dreams, describing the set, the characters, the actions, and the mood. It's time to grab your pen and paper and go for it...

Life Purpose: I love ...

Today I...

I am grateful for...

I am happy anytime I ...

What I did well today...

Closing comments – Prayer – Affirmations

Today I...

I am grateful for...

I am happy anytime I ...

What I did well today...

Closing comments – Prayer – Affirmations

Today I...

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I am happy anytime I ...

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- Much, much more ...

The Mentoring System is designed for those who are serious about success: successful entrepreneurs, executives, and sales professionals who want to move to the next level in their careers, business, and personal lives.

Participants are GUARANTEED RESULTS! "My goal is to make you a success story." You learn how to design your own plan; how to implement a daily, weekly, and monthly game plan to achieve your most important goals within days, and develop your monthly and annual game plan. You'll also discover how to advance momentum to avoid a stalemate in your life to approach your maximum potential.

The mentoring sessions are limited to small groups as you work personally with Dan. This allows for interaction, maximum growth, learning, and maximum results.

To learn more about the program and see if you qualify call today at:

(800) 211-4580

Contact us at:

<http://www.prosperitybasedliving.com/protege-app/index.php>

About the Author

Dan Kuschell was born in Wyandotte, Michigan and raised in Detroit. His dream was to play pro-baseball. Due to injuries that dream never evolved. After he went to Aquinas College and Wayne State University he worked in the health club industry for several years.

He became interested in personal-growth and was introduced to networking at 18 years old. He started his own company at age 22 and by 24 was on the verge of losing his home to foreclosure, car to repossession and paralyzed by credit card debt. He was ready to give up.

He was introduced to an incredible gentleman and lady – Mr. G and Laura Rubidge – who inspired him to begin living principles he had learned for years. While he was definitely not a natural, he persisted, grew and learned what true commitment was all about.

He overcame his greatest fear, public speaking, and made it one of his greatest assets. He began traveling the country developing new territories and markets. He inspired, motivated, and introduced these concepts to hundreds, then thousands, and now tens of thousands of people. He built an organization that produced millions of dollars in sales. He became a Top producer – out of 50,000 reps in the company. He has made it a quest to inspire people and make a difference for others the way Laura Rubidge had for him.

He has overcome adversity and demonstrated the ability to rebound. He has rebuilt his financial life, and that combined with years of experience give him a unique, practical perspective dealing with life's challenges.

Today Dan spends his time doing what he loves to do – helping his clients make more money online and off. Dan is one of the hidden secrets to many of the most successful marketing campaigns in the world and has been responsible for over \$50 million in business for him and his clients in the last 72 months.

Dan will inspire you, educate you and touch your heart in a simple and easy to understand approach that comes from personal experience, coaching, training and inspiring over a quarter million people in the last several years. You can also listen to his radio show on NBC Phoenix, or visit our site at: www.prosperitybasedliving.com/show_audio/radio_show Dan is currently residing in Phoenix, Arizona and traveling the country sharing the message and inspiring others to live...

...as a Champion.

Contact us at:

(800) 211-4580 or dan@achampionvision.com

Visit our website at:

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