

START THINKING BIG

Life's Too Short To Think Small. Discover The Keys
To Personal Power And Maximum Performance



AGNES.C



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Why Becoming A Big Thinker Is Good & Important?

'Thinking big' means being able to dream and visualize what you can achieve on a large scale: with no limits on your thinking. It is about being positive, creative and seeing an opportunity in the big picture. The ability to think big is one of the cornerstones of extreme success.

We underestimate our true capability if we underestimate what we can achieve in the long term. The downside is lowering our goals to an 'achievable' level we know we can easily meet, thereby lowering our standards, our expectations, and our outcomes.



By setting themselves big goals, people achieve big. If we are stretching for something rather than coasting towards something, we are naturally going to get further, and achieve more, in less time. The bigger the goal, the more trivial is anything that might slow us down, and we can more swiftly provide solutions. The human mind has the capacity to automatically prioritize what is important if the goal is well defined and large enough.

Big thinking can both galvanize your own actions and thought, and those of your team. You should never underestimate the power of your thoughts and should try to make them big.



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Big thinkers can change the world. They are innovators, leaders and achievers because they are free from small thinking and limitations. Thinking big will widen your horizons, allowing you to take yourself out of the ordinary and into the extraordinary.

Big ideas get all the attention by the journalists, bloggers, and the media because big ideas have the possibility to create waves of change for society.

Thinking and doing big has its benefits.

- It gives freedom to innovators;
- It spurs creativity and removes constraints;
- It has a greater chance of success;
- It attracts big talent.

Thinking big needs:

- Vision. To think big, you need to see big.
- Courage. Nothing ventured, nothing gained.
- Thick skin. Situations or people will try to slow you down at times. You just need to gain strength and weather the storms.

The fact is, when you have a strong enough vision, the courage takes care of itself. When you can feel, hear and see your vision, then you simply have to pursue it, however crazy it might seem to others.

Thinking big can bring into your life bigger ideas, bigger plans and bigger success.

It is said that thoughts create the situations and circumstances of life. This means that if you think small, you will not reach far, but if you think big, you will achieve bigger success.

Thinking big will allow you to make big changes in your life and reach greater heights in whatever you do. Thinking big does requires the same effort thinking small does. Thinking big, and being earnest about it, will sooner or later, make you put in greater efforts, and also make you strive to make greater changes in your life.

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Thinking big can change your life, but only if you back it with faith and action. Magic is NOT what thinking big is, mental law of nature is what thinking big is.

Just staying passive, dreaming, and waiting for things to change with no effort on your part is not going to bring success into your life. To bring success into your life you need the faith that you can succeed. You need a positive attitude and you need to take positive action. Gradually, many things in your life will improve and change.

You need to keep your mind open to see opportunities and grasp them when they appear. You also need enough self-discipline, willpower, motivation and courage to follow your thoughts and dreams.

In simple words,



Think Big, Be Big.

How Reading This eBook Will Help You?

This eBook has been designed to help you think big in order to tap into your personal power and to maximize performance.

This eBook will teach you the following lessons.

1. Try something you have really never been done before.
2. People who tells you that it's impossible to create something new in this world aren't thinking big enough.
3. Start embracing discomfort.
4. Don't be subject to the tyranny of "how things have always been done". Find what's most important to you and push past the default.
5. There are no shortcuts to mastery. Only smartcuts.
6. Almost everyone can sprint. The road to mastery requires consistency. Everything meaningful in life is a marathon.
7. Showing up is not sufficient. Make an impact. Take every opportunity to show up but reset expectations. Leave a mark. Show your most amazing work.
8. Don't invest in a career. Build a life. Take your dreams seriously.
9. Thinkers and dreamers are the new untouchables. They don't follow any logic. It's hard to replace the dreamers with algorithms.
10. You are the only person who has the most to do with what happens to you in life. Your progress depends on your decisions today!

You will also learn that you can't achieve the remarkable if you are not ready to risk the normal. Thinking big can become a very difficult thing to do if your fear of failure is not removed. Fear can coil you and constrict you into a ball of small decisions, thoughts, and actions. You want to stay clear of that.



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Experiencing failure is inevitable, but it's not fatal. You are not your failure. Don't get stuck! Exposing yourself to more new situations will give you more opportunities to discover unknown aptitudes. Failure is not sign of permanent trouble, but merely as sidestep on the path to success.

Whether the outcome is eternal or magnificent, whether it changes the world, changes people's lives, or changes you, it matters that you show up. Simply show up and work on what you think is the most important life work.

No matter how slow you progress, or how many mistakes you make, you are still way ahead of everyone who isn't trying. You don't always need the perfect plan. Sometimes you just need to give it a try, let go, and see what happens.

Thinking big is not an attitude about life, nor is it something that just happens to us. It is rather a state-of-mind that we must choose to cultivate on a daily basis. This state-of-mind becomes our life's attitude over a lifetime.

This eBook will help you understand that:

- You need to step outside of yourself. Only when you start caring about your thought process everyday, will you be able to change your mindset.
- Nothing beats a curious mind. Start the curious habit of questioning everything. Stretch your brains to get answers to questions you mostly ignore.
- You need to start shifting your perspective. Exercise your creative genius. Change your thought pattern. Think from the perspective of having no fears and no limitations.
- Your obstacles will guide you. If you have something significant to share with the rest of the world, prepare to face criticisms. People judge what they don't understand or can't comprehend.

"Think little goals and expect little achievements. Think big goals and win big success."

David Joseph Schwartz, The Magic Of Thinking Big

Barriers To Thinking Big.

Thinking big is not easy. It's something that we must learn to cultivate over time on a daily basis in everything we do. However, even when this habit of thinking big is deeply ingrained into our psyche, there will still be times when barriers will need to be overcome, obstacles will need to be surpassed, and old habits will need to be broken. When these times arrive, we need to think big and do bigger things than ever before.



Limiting Habits

Thinking big is a habit that we naturally grow and develop over time. It allows us to expand our personal potential and stretch our imaginations. This is all well and good, however, thinking big will never become a reality for any of us if we continue to indulge in the following limiting habits that ironically force us to think small:

- Short-term thinking denies you the ability to see solutions that lie a few steps ahead.
- Procrastination holds you back and pulls you away from moving forward in your life.
- Making excuses focuses you on what you don't want to be, have, do and achieve.



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- Negative thinking prevents you seeing things that are possible to do now and in the future.
- Over-analyzing things wastes energy and time on small matters that are of little significance.
- Solving insignificant problems distracts you from the bigger picture and from what's most important.
- Seeking perfection forces you to dabble in things over and over again in an attempt to achieve the impossible.

Your ability to think big will be constricted by these limiting habits, because they drain all your creative energies from the inside out by forcing you to think about insignificant things in unproductive ways.

Common Fears

Our fears of change, success and failure can make thinking big very difficult to do. We stress about not getting things right, we worry about what lies in the future, and we concern ourselves with worst-case scenarios. These fears constrict us and coil us into a ball of small thoughts, decisions and actions — effectively warding off the habit of thinking big.

Life is about thinking big about your life and your circumstances. It's about making mistakes and taking chances.

Year from now, when you are sitting on your rocking chair at 100 years of age — you sit there with a smile on your face, having no regrets. Your life might not be going exactly the way you imagined it to be, but you smile because you took chances, thought big and enjoyed the journey.

Peer Judgment And Criticism

People judge what they can't comprehend or don't understand. Your solutions and ideas can help change someone else's life, can help change your life, and can even help change the world. Not everyone will believe what you see, and not everyone will see things your way, however this shouldn't stop you from thinking bigger than ever before about your life conditions and circumstances.

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People will always judge, criticize, condemn and complain. It's just a natural part of human nature. This only becomes a barrier to thinking big when you make it so.

Having No Time Incentives Or Time

There will simply be no motivation to stretch yourself physically or emotionally if you live life without any incentives. Without motivation you will neglect the bigger picture and think small.

When you are pressed for time you begin thinking small and only about things in the immediate future. Thinking big requires self-discipline, dedicated attention, and most importantly time. They force you to open your mind to new ideas and possibilities and spread your horizons. You will always live small if you just can't find the time to think big.



9 Points On How To Become A Big Thinker.

1. Believe You Can Succeed & You Will

Belief is POWERFUL. If we *believe* we can succeed, then we *will* succeed.

If we *believe* that we can become a professional golfer player, then we *will* become a professional golf player (if we want to). If we *believe* we can become rich, then we *will* become a rich (if we want to).



Just the belief that you can achieve big things in life *can* actually make you achieve big things in life.

I added the “if we want to” for a simple reason: I believe for example that I could be a great politician. However, I DON’T want to become a politician.

We could say: If we *want* to achieve something and *believe* we can achieve it, then we *will* achieve it.



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No matter what it is that we want to achieve in our life, we must first BELIEVE that it's possible.

- **Want to gain 50 pounds of muscles in the next few years?** Well, if you BELIEVE you can... you can! (It's certainly been done before, hasn't it? So, why can't you?)
- **Want to become a millionaire?** You sure can... If you BELIEVE you can! (As far as I know there are quite a lot of millionaires around today? So, why can't you, too?)
- **Want to own a Porsche?** If you BELIEVE you can... then you definitely can! (Many people already own a Porsche. Why shouldn't you, too?)

By the way if you just said to yourself, "Just because someone else has a Mercedes, doesn't mean that I can do it. I am different. For me it's impossible because of...", then you might suffer from The Failure Disease, which we'll discuss in the next chapter.

EVERYTHING is possible if we believe it's possible!

If we DON'T believe that we can do it, we're SCREWED.

Here's why: Beliefs work both ways...

Disbelief is negative power. When the mind doubts or disbelieves, the mind attracts "reasons" to support the doubt and the disbelief. Disbelief, doubt, no thirst for success, the subconscious will to fail, is responsible for most failures.

If you think you *can't*, you will find reasons why you won't.

DISBELIEF = Doubts, Negative Power, Excuses, Reasons why you can't

If you think you *can*, you will find ways to do it...

BELIEF = Energy, Power, Skills

Whatever we believe to be true... it becomes a self-fulfilling prophecy.

So, we must first BELIEVE that we can make it happen, before we can achieve any goal in life.

2. Cure Yourself Of The Failure Disease

Do you also suffer from The Failure Disease? Do you have an excuse for everything? Do you often say things like:

- “I’m too young to...”
- “I’m just too tired to work out today... I’ll do it tomorrow”
- “I’ve never done this before...”
- “I’m too old to get started...”
- “I’m just not smart enough...”
- “I don’t feel like doing this today...”
- “This is really hard...”
- “I’m just never lucky...”
- “I don’t have enough money for this...”





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The *more* successful a person, the *less* excuses he or she makes. It's always the mediocre people, the people who aren't getting anywhere in life that have excuses for why they can't, why they won't and why they aren't.

Successful people don't waste time and energy to make excuses. They believe it's possible and find ways to make things happen...

What helps me is to remind myself all the time that we live in a universe of CAUSE and EFFECT.

For every action there is a reaction.

Our own accumulated actions over time lead to whatever happens in our lives. Luck has very little to do with whether we will be successful or not. It's all about the ACTIONS we take on a daily basis.

That's great news isn't it? It means that we are NOT at the mercy of our circumstances. We are the CREATORS. Our destiny is decided by ourselves. We can CHOOSE the actions we take on a daily basis. If we want to be successful, we just copy the actions of successful people. If we want to be muscular, we copy the actions of other muscular people. If we want to be rich, we copy rich people's actions. Life really becomes really simple once we accept the law of cause and effect...

Instead of whining and complaining all the time, we should start to believe in ourselves and start to take the daily actions that move us closer to the completion of our goals.

3. Don't Sell Yourself Short

Most people think TOO LITTLE of themselves.

They think they can't do this and can't do that. They see themselves as smaller than they are. They have too low self-esteem, or suffer from self-deprecation.

Did you know that in general low to medium paid jobs receive a lot more applications than higher paid jobs? It's true.

Why do you think that is?

People immediately think that they aren't good enough high paid jobs, that they will need to work too hard, that they are not qualified, that other applicants are smarter than them, that others are better suited, or even that they would be laughed at for thinking they're good enough for such a job. As a result of that most people don't even try.

So, funny enough, well paid jobs usually have less competition and it's actually EASIER to get that kind of job.

I'm sure you know a few people who are a lot dumber than you, but in a higher position at work. You should be in that position! You should tell them what to do, NOT the other way around... So do you know why they are in a higher position than you? I mean it's weird, isn't it? They're certainly not smarter, more qualified, or even better at the job. So why are they in a *higher* position?

Simple- It's because they think more *highly* of themselves. That's all it is! They think more *highly* of themselves. They have more self-belief, more self-esteem, a better self-image, whatever you want to call it. They think they can do the job. They think, in fact, that they can do the job better than other people (like you for example). They don't suffer from self-deprecation. They don't see themselves as smaller than they are. They don't think that others are better. NO! The opposite is true. They believe they are great. In other words: They don't underestimate themselves or overestimate everybody else. They have a higher self-esteem.

The good news is you can do that, too! You just have to realize that you are bigger than you think. Don't underestimate yourself...

Remind yourself of this: The human mind has a tendency to overestimate everybody else and to underestimate ourselves. When you think that someone else is much smart than you, think again. Most people seem much smarter from the outside than they actually are. Don't believe that you're the only one with negative thoughts, the only one who's struggling, or the only one who



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thinks he's getting absolutely nowhere in life. Most of us are actually quite similar. We all have the same negative thinking, the same troubles, the same struggles, the same problems, and the same worries.

Don't think you're the rotten apple. You're better than you think you are.

4. Use Cheerful, Bright, & Positive Words

Our mind doesn't think in words... it thinks in images, pictures, and movies. The words we use are translated into movies/images by the mind. When we say "green lion", our mind shows us a picture of a green lion. When we say "rabbits", "pool", "bridge", our mind translates these words into pictures of rabbits, a pool, and a bridge.

Why is that important?

Well, because that means that we have to choose our words very carefully. Here's a quick example: If you hear the word "Problem" you create pictures of something unpleasant, difficult, and hard to solve.

But if you use the word "challenge", your mind creates pictures of something exciting, sporty, fun, and pleasant.

If you use the word "try", then this tells your mind that it's probably not so important. That you'll just do your best, but ultimately it's not a make or break situation. This sounds super weird, but there is a big difference between saying, "I'll do it" and saying "I'll try to do it". Seriously. Just merely trying to do something is a hassle.

The word "try" almost presupposes that we will fail. Think about it. Has anyone ever said to you, "I'll try to be there at 5pm?" Does that mean that they'll be there at 5pm? No... in fact, you have no clue when they'll be there. Whereas if they said, "I'll be there at 5pm", then you could completely count on them being there at 5pm.

Another such TERRIBLE word is "bad". Why do we have to continually label things as bad, without even having a clue how a certain so-called *bad* situation will turn out. How often does it happen that a supposedly *bad* thing turns out to be a great blessing in disguise? Labeling things as bad just doesn't help you us in any way. We won't ever know if something is ultimately good or bad. As far as I know none of us can yet foresee the future...

Anyway, so how do you use this POWER OF WORDS? Here are three ways that I use it in...

- **First, I restrict my use of certain words on purpose.** As I've said earlier, I try to limit words like "try", "bad", "but", "need", "can't", and some more.
- **Second, I use only positive words to describe my mood and my feelings.** If someone asks me how I'm doing, I don't tell them that I'm tired or not feeling so well. This creates terrible pictures and emotions in my and my friend's mind. Instead, I proudly say that I'm feeling GREAT or TERRIFIC. These words will create much more PLEASANT images and emotions.
- **Third, I use positive words when I'm talking with or about other people.** I try to create pleasant pictures about other people. I often use phrases like "He's an absolute LEGEND!" "Such a GREAT lad!" "She's super FUN!"... and by the way I also use these phrases if I speak about the person I'm talking with. "Man, you're really AMAZING at this!" "Wow, your ... is GREAT!" "I can really learn a lot from how you do that!" These positive words create positive emotions in both my and my friend's brain.

In other words, to create pleasant feelings in the other person, I try to use emotionally packed words. The other person will start to associate you with these good feelings, which is an added benefit. So whenever they think about you or see you, they will automatically recreates those positive feelings.

Words have a lot of power... BRIGHT, BIG, CHEERFUL words create positive feelings. So, it will be beneficial for you if you start using these mood-enhancing, positive words.

5. Look Important - It Helps You Think Important

In theory it's nice to think that we shouldn't judge other people by how they look and what kind of jewelry or clothes they wear. In reality, though, this is simply not how it works.

We DO evaluate and judge others on the basis of their appearance.

It's the very first impression that we have of a person. And very often the first impression is the ONE factor that determines whether for example we will get in contact together or not.

Think about it: If you look nice, make a friendly and genuine impression, chances are much better that others will approach you. The chances of them reacting positively when you approach them become better as well.

This is the first reason why looks are important - they are a big part of how other people act towards and what they think of you.

Even if they've never seen you before. Even if you never even talk to them... the way you handle yourself talks to them. Your clothes talk to them. Your posture talks to them. Your entire body language talks to them. Your frown talks to them. Your smile talks to them.

Point is: How you LOOK communicates certain personality traits, beliefs, moods, or whatever to other people.

Seeing someone wear a nice suit on the street might communicate many different things to you. You might think to yourself that maybe he or she is a business person, or successful, or rich, or maybe even a snob.

What you *think* about that person is determined by how that person *looks*. That is just a FACT.

So, if you look like someone with a lot of self-respect, then other people will think that you have a lot of self-respect. And in turn, they will treat you like someone with a lot of self-respect. Hence, they will treat you with a lot of respect.

Pretty cool, isn't it?

By choosing what clothes you're going to wear, you can basically choose how other people will treat you.

But wait! There's more...

Here comes the REAL cool part: Your appearance doesn't just affect other people's thinking. Oh no. It will also heavily affect YOUR thinking.



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Let me repeat that: Your appearance will heavily influence your thinking. Is that awesome or what?!

Not only does how you look influence other people, but it also influences you. That's GREAT news. What this means is that we can use clothing as a tool to

- Make us more intelligent
- Make us feel better
- Make us more confident, etc.

Yes, I even believe that how we look will determine how intelligent we are temporarily.

So that's it! Really cool and actionable concept I think. Start using it.

Start using your facial expression, posture, clothes, and entire body language as a tool to improve yourself.

6. Build A Sell-Yourself-On-Yourself Commercial

We've talked about this before. Most of us sell ourselves short. We suffer from self-deprecation. We suffer from low-self-esteem.

So how do we change that?

One way to do it is through our self-talk...

So, how do YOU talk to yourself?

Are you building yourself up? Making yourself stronger? And more confident? Telling yourself that you're a force to be reckoned with? That you'll achieve GREAT things in life? That you're destined for GREATNESS?

Or are you belittling yourself? Making yourself small and weak? Giving yourself mental beatings? Telling yourself you're not good enough? That you're a failure? That you won't ever be great? That you'll never achieve much?

Most of us, sadly, talk to ourselves in a negative way. And it's not our fault either. We were never told how to do it any different. If anything we were told that we're losers for having such negative self-talk, doubts, and fears. But how to change it? Nobody has any advice on that, right? So here it is...

...here is some advice on how to change that... on how to change the way you talk to yourself...

Sell-yourself-on-yourself commercials.

This is the tool that David Schwartz offers us to improve our self-talk in his famous book called *The Magic Of Thinking Big*.

It's just a short 100-200 word talk that you give to yourself several times a day. Whether you do it 2-3 times or 10 times in a day is totally up to you. Whatever feels good for you.

Here's a quick version:

(Notice the BIG, BRIGHT, CHEERFUL, MOOD-BOOSTING words I'm using)

[Name] you're a force to be reckoned with. A real force. I can see that you are going places. You are a man of ACTION. A man who knows where he wants to go in life. A man who knows what to do. You are on your way to achieve GREAT things in life.

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You are a courageous, bold, risks-loving MASSIVE ACTION TAKER! You get things done! You only move forward in your life! Towards the completion of your goals like you're supposed to. You're the real deal!

Look at you: you look INCREDIBLE No wonder that you feel so AMAZING about yourself. I'm impressed! And damn proud of you!

I will see you at the top! Keep dominating your path!

Now go out there and be the person you are!



The point is: It's all about making yourself BIGGER, making yourself feel better about yourself, and improving your self-esteem. I'm pretty sure that if you practice this kind of uplifting self-talk, your life will drastically improve.

(I'm not talking about developing a big ego when I'm talking about making yourself better. I'm simply talking about creating a healthy self-esteem so that you can do, be, and have more of what you want in life.)

7. “Is This The Way An Important Person Thinks?”

Ask Yourself This Question

Any other term can replace the term “important person”. Here are a few examples that I think will make it clearer:

- **The best version of myself** (“Is this the way the best version of myself thinks?”)
- **A person with 100% self-respect** (“Is this the way a person with 100% self-respect thinks?”)
- **A person with abundant self-love** (“Is this the way a person with abundant self-love thinks?”)
- **A mentor of yours** (“Is this the way Person XYZ thinks?”)

The goal here is to ask yourself if what you’re thinking is smart or not. It’s to ask yourself whether a more successful/confident/self-loving person would think that way, too.

Maybe you have a test the next day and you catch yourself thinking, “I’m terribly prepared for this test. I will write a very bad exam and get a super low grade. Man that is so wrong! I’m so dumb!”

Now ask yourself: Is this the way a successful, confident, positive, or self-loving person would think? In this example... definitely NOT!

We should upgrade our thinking and start to change negative thoughts like in this example. We should replace negative thoughts with more positive, better thoughts, and a great way to make this change is by constantly ask ourselves the aforementioned question.

In my opinion, changing our thoughts this way is not so easy. I prefer using this question for actions, instead of just thinking. I like to ask myself before making any decision: Would the best version of myself do this? I’ll hopefully then have enough willpower to follow the answer. Here are a few examples...

- Would the best version of myself argue about that?
- Would the best version of myself eat that bag of chips?
- Would the best version of myself read this?
- Would the best version of myself worry about this?



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You are certain to make better decisions in your life if you obey the answers.

Your best version of yourself would probably not eat the bag of chips, would probably not watch TV for hours on end, would probably not be on Facebook all day long, would probably not argue about unnecessary stuff, would probably go to the gym, would probably read great books, and would probably eat pretty healthy. Logically, you will make smarter decisions if you obey the answers.

Maybe instead of eating cereals in the morning, you might end up eating eggs, or something else that's healthier than cereals.

Maybe instead of watching TV for an hour, you might end up reading a book because that's what an important person would maybe do.

Maybe instead of coming home after work and do nothing, you might end up going to the gym because maybe that's what your best version would do.

By adding up, all of these better decisions will ultimately improve your life in DRAMATIC ways.

8. Make Your Environment Work For You, Not Against You

Your environment is the BIGGEST factor that determines your future.

How much money will you make? How happy will you be? How successful will you be? In what kind of house will you live in? What kind of car will you drive? How many children will you have? Will you get married? What political parties will you support? What books will you be reading? Will you read much at all? Will you travel a lot? Where will you travel?

Your ENTIRE FUTURE depends mainly on your environment.

Sure, your genes and personality traits like drive, ambition, self-discipline, intelligence, procrastination, laziness, or whatever all play a role, too. (Though both personality traits and genes are HEAVILY influenced by your environment. Depending on your environment, your body switches different genes ON or OFF.)

So, what exactly makes up your environment?

It's the people you surround yourself with, the books and news and articles and magazines you read, the videos and movies and TV series you watch.

Ultimately it's EVERYTHING that somehow impacts you in any way. The people you surround yourself with is definitely the biggest portion of it. That would be your friends, your peer group, your school or work mates, your family, your theatre group, or your sports team. Simply all the people that are around you.

If you surround yourself with rich people, watch videos and read books on how to get rich, and change your environment similar to a rich person's, then you will eventually take on the rich people's beliefs, attitudes, style of talking, personality traits, etc.... Do that and you will eventually become rich, too.

You are probably very spiritual if you surround yourself with very spiritual people.

If you're are brought up in a criminal environment and surrounded by criminals, chances are you'll end up a criminal too. Criminals are made, not born.

Just as surely as the body reflects the food you feed it, the mind reflects what its environment feeds it too.

If you eat healthy food, then you will be healthy. If you eat unhealthy food, then you will be unhealthy. Your body reflects the food you feed it.



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Exactly the same happens with your brain. If you feed it a positive environment, then you will become positive too but if you feed it a negative environment, then you will become negative too.

As I wrote earlier: Your environment is the BIGGEST factor that determines your future. Therefore It's HUGELY important that we control our environment as good as possible.

Before we look at a few ways to do that, we quickly have to look at negative influences in our environment, namely negators...

Stay away from negators. Let's say are super EXCITED about a great business idea that you have. You go meet one of your friends and tell them all about great business idea, expecting praise and encouragement.

Yet, that's NOT what happens.

Instead you get an answer similar to this, "Hmm the idea is not bad, but I don't think it will work. The economy right now is really in a bad situation and it would be almost impossible to make it happen. I think it's smarter if you just focus on your job..."

BAM! That guy just messed with your head! You were all excited about your plan, ready to make something happen... but NO! You instead learn that your idea is lame, that you would be silly for trying, and that you should focus on your job.

That guy is what we call a "negator".

Negators are absolutely everywhere and destroy more dreams, aspirations, and hopes than any other force on the entire world.

Negators don't want that other people to achieve big things. How would that make them look? They would feel inferior, small, and like a loser if other people all of a sudden started achieving more than them. Negators don't want that. They want everything to stay the same. Therefore they will discourage you if you want to make something happen in your life. They will tell you that it would never work, that it's ridiculous, that other people will laugh at you, that you should be realistic instead, that you should be happy with what you have, that you're stupid for wanting to change, or whatever.

Point is this: Negators will try to talk you out of your amazing ideas.

Negators are everywhere. Some negators are well-meaning folks. But others are jealous people who not only move ahead themselves, but also want you to stumble. They want to make a mediocre person out of you because they feel inadequate themselves.



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Usually the bigger your idea or plan, the worse it gets. Try telling someone that you want to change the world. Laughter, belittlement and, ridicule is what'll follow.

The negators will try to stop you even with the small things.

Let's say in your circle of friends nobody does any type of sport or exercise and you are all a bit chubby or overweight. Oh, and you all eat junk food all day long. Out with the veggies, right? One day you decide to make a healthy, positive change in your life. You start exercising and eating healthy with the goal of losing weight and getting fit. Good for you!

How do you think your friends will react? Say for example you're a male.

"What? You're eating healthy now? Lol, do you want to be one of those Beverly Hills dude, or what? Are you now so concerned with your looks? Are you going to turn into the next Brad Pitt? OMG. Or even worse... You might become one of those health freaks who are hyper concerned about what they eat. You know the people who only make those green smoothies and buy organic foods! No I'm just kidding. Eat healthy. That's cool."

That would be a typical reaction from a negator trying to ridicule you and talk you out of making a positive change. This is the exact same person that will then make you feel bad for passing on the dessert, or soft drink, or whatever.

I think you get the point: Some people will try to "hold you back".

That's OK. Just be aware of them, and don't talk to them about your big dreams and aspirations. It won't do either of you any good. Especially won't do you any good because sometimes even just one small negative comment can be enough to completely kill your motivation.

There are many, many people who will encourage you and root for you. Also, negators aren't bad people at all. Very often they will say these things unconsciously, and are not necessarily trying to stop you from changing.

Okay, so one way to improve your environment is by staying away from negators. By staying away I just mean that you don't talk to them about your dreams, goals, aspirations etc.

Also, it's in general a good idea to spend less time with negative people.

People who whine all the time are not going to improve your attitudes, your beliefs, your mood, and so on. They are not going to help you achieve your goals in life. If anything, they will hold you back (if you let them).



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If you have negative co-workers, friends, or family members, you probably can't spend less time with all of them. There are a lot of other ways to make your environment more uplifting, mood-enhancing, positive, and success-creating. I'll list some below:

- Reduce the time you spend with negative people who belittle you, bring you down, or kill your mood.
- Spend more time with POSITIVE, EXCITED, AMBITIOUS, INSPIRING, and SUCCESSFUL people.
- Read biographies of highly successful and inspiring people.
- Read books on positive psychology, wealth attraction, personal development, etc.
- Watch YouTube videos of people who inspire you.

Do WHATSOEVER it takes to make your environment as inspiring, positive, and success-creating as possible.

9. Practice Conversation Generosity

People LOVE talking about themselves. They love telling you how great *they* are, or how hard *their* life is, or how unfairly *their* boss treats them, or how hard *they* are working and how exhausted *they* are, or...

It's human nature. We care about ourselves and we want to talk about OUR life, OUR problems, OUR relationships, OUR goals, OUR ambitions etc....

So, why not practice *conversation generosity*? Why not give people the pleasure of talking about their aspirations, their problems, their struggles, etc.? Why not give them the pleasure of doing most of the talking? We've got nothing to lose and a LOT to gain.

Conversation generosity is the easiest, simplest, and surest way there is to win a friend.

Next time you're in a conversation with someone, just ask yourself: Who is doing most of the talking? You or your opposite? What are you talking about? Only about your life, your problems, your interests? Or mainly about the other persons' life, problems, and interests?

Slow down and let the other person talk if you catch yourself talking too much.

Bonus Points

10. Be Someone Who Does Things. Be A Doer, Not A Don't-er.

Are you an Activationist or a Passivationist?

A doer or a don't-er?

An action taker or someone who's suffering from a "wait and see" attitude?

The successful are active; we'll call them activationists. The unsuccessful are passive; we'll call them passivationists.

Mr. Activationist is a doer. He gets things done, takes action, and follows through on plans and ideas. Mr. Passivationist is a don't-er. He postpones doing things until it's too late or until he has proved he shouldn't or can't do them.

Most of us (me included) are Passivationists by nature. We like to wait for the perfect opportunity, the perfect time, the perfect circumstances, and until we're "perfectly prepared".

Unfortunately that means we never get anything done.

Let's accept that it will never be perfect. We will probably never be 100% certain of success and it will never be convenient.

To get ahead in life we must learn to take imperfect action. Whether we feel like it or not, we must start to move forward and make things happen. We must become MASSIVE ACTION TAKERS.

If we have some goals that we want to achieve, it's important to take action and move towards the accomplishment of those goals.

It won't help us to overanalyze, make detailed plans, wait for a perfect opportunity, or prepare ourselves even better.

Taking action is what actually helps us achieve our dreams. We have to start going to the gym, make that phone call, change our diet, enroll in the training program, start writing that book, sign up those guitar lessons, or do whatever it is that will move us towards the completion of our aspirations and dreams.

Nothing works the first time. Think about it...

When you tried riding a bike for the first time... did it work? (Probably not)



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When Bradley Cooper started acting... do you think his first ever role in a movie was a big success?
(Probably not)

Whenever we try something new, we're usually not very good at it. Yet if we never start... how could we ever get better? Answer: We CAN'T... We need some sort of FEEDBACK to course-correct and get ahead FASTER.

I want to make another example to make this really clear for you: Let's say you want to lose weight. You could read hundreds of articles, every book on diet and nutrition that is out there and you would still not lose a single pound unless you actually took ACTION and started changing your diet and developed an exercise habit.

We can't read ourselves thin. We can't think ourselves rich and we can't hope ourselves successful.

We must take action and actively DO something.

11. To Guarantee Success, Blend Persistence With Experimentation

Persistence blended with experimentation guarantees success.

Let me repeat that: Persistence blended with experimentation GUARANTEES success.

Thomas Edison was the first person that came to my mind when reading this. Probably most famous for inventing the light bulb, he was one of the most successful innovators in all of human history. Yet, he's almost equally as famous for failing over a thousand times before making the light bulb work successfully.

Thousands of new experiments until he finally hit the jackpot. He stayed with his goal. He didn't waver an inch from it. But he did NOT beat his head against the wall. Oh no, he tried new approaches... and guess what? It worked!

Persistence blended with experimentation worked...

Let's say your goal is to gain some muscle mass.

Your first plan is to go jogging 4x per week. You take action on your plan and actually do go jogging 4x per week for a month. Unfortunately you realize that you haven't built any new muscle mass at all. Your first inclination is to give up, but then you remember that persistence blended with experimentation guarantees success.

So you create a new plan: You now work out with weights 4x per week. You dominate the action taking and push through for a month. After that first month of consistent working out with weights you realize that you built some muscle mass. GREAT! This new plan works! Now you know how to build muscle mass.

The ingredients in this small success were: **First**, taking action on your plans as learned in the previous chapter. **Second**, being persistent in following your plan. **And third**, making a new plan/experiment after the first plan/experiment failed.

It's as simple as that. Yet, you could have never achieved your goal without taking action. Without persistence you could have never done it either. And without experimentation you would probably still be jogging 4x per week and wonder why you aren't building any muscle mass.

So, whatever goal you have in life, come up with a plan to achieve it and start working the plan (remember: be an Activationist).

If you achieve your goal, great! But if not, don't give up! Instead, come up with a new plan and try again. Sooner or later you WILL achieve your goal.

12. Use Goals To Help You Grow

NOTHING HAPPENS until a goal is established.

No forward steps are taken until a goal is established.

Without goals you're leaving your life to chance.

Let that sink in for a bit...

If you don't know what you're chasing, how will you ever catch it? If you don't know what you want from life, how can you possibly get it? If you don't know where you're going how would you know if you've arrived?

Goals have MAGIC POWERS.

So what exactly is it that makes goals so POWERFUL?

The simple answer is that if you have clear goals, then you can easily judge and see if you're moving closer or further away from your goal.

Every conversation you have, every thought you have, every action you take either brings you closer, or gets you further away from achieving your goals.

Once you have a clear goal, you have a path to walk on every day. Having a path to follow allows you to focus your effort and time on achieving your goals, instead of being sidetracked by distractions and diversions all the time.

You have a REASON to do certain things.

It all of a sudden makes sense to read that book or eat healthy because you know it will help you get where you want to be.