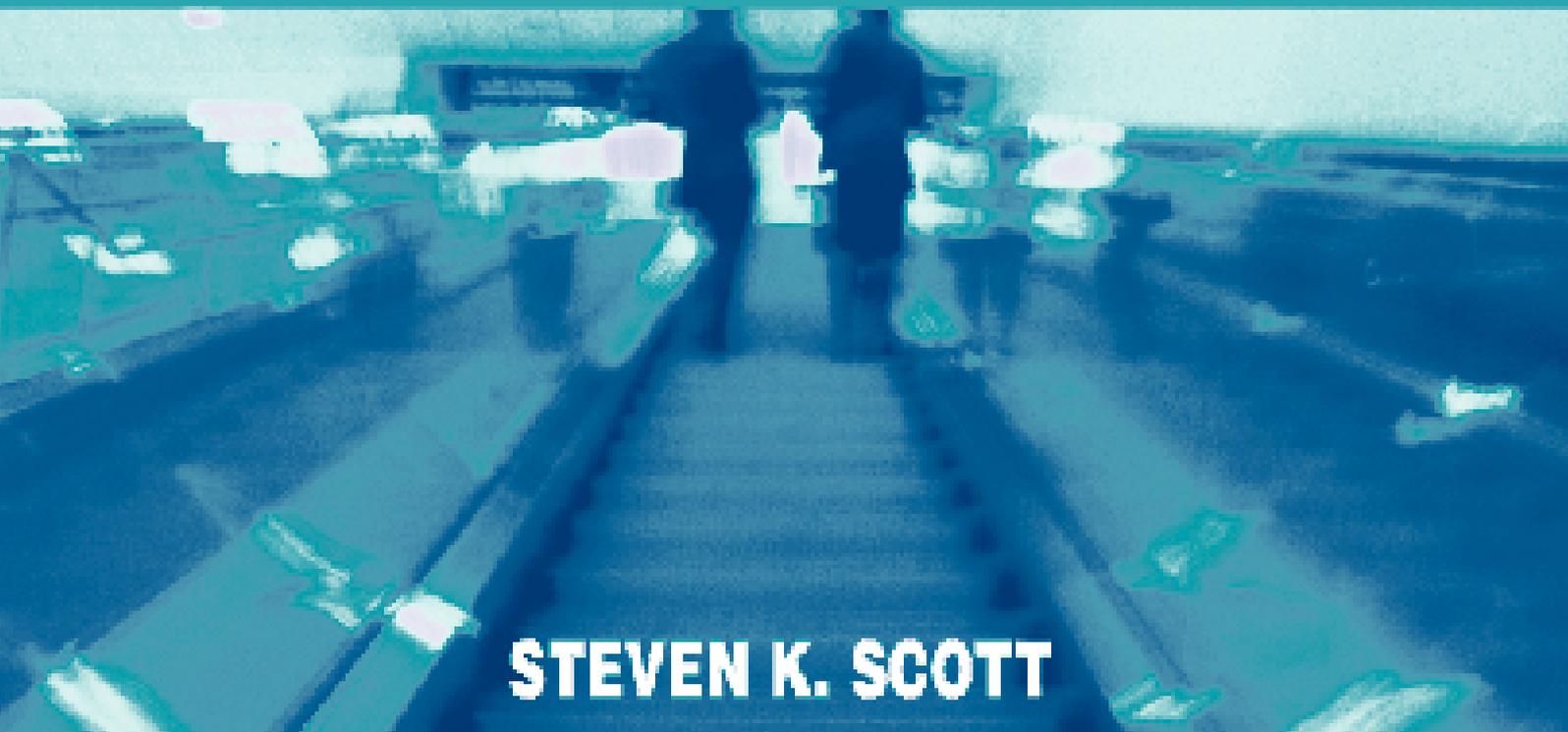


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# MENTORED *by a* MILLIONAIRE

THE MASTER STRATEGIES OF THE RICH



STEVEN K. SCOTT

W O R K B O O K

MENTORED  
*by a*  
**MILLIONAIRE**

THE MASTER STRATEGIES OF THE RICH

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*For more information about Steven K. Scott,  
or to order any of Steven's other materials, call: 1-800-246-1771*

Dear Super Achiever,

Welcome to *Mentored by a Millionaire: The Master Strategies of the Rich*. As you'll learn in our first session, for my first six years after college I was a hopeless failure. Then, as I learned specific strategies and techniques from my mentors and applied them to my daily life, they took me to levels of success I never dreamed possible. As I got to know others who had achieved phenomenal levels of success I discovered that they had used the same techniques. These are the strategies I'm going to teach you in this audio program.

As you begin each of the 15 one-on-one mentoring sessions, realize that they are not chapters in a book. There is no deadline to complete each session. The program is not about me ... it's about you. Complete each of the sessions on your own time. As you do, you are going to see immediate changes take place. As each session is completed and its techniques are applied to your daily routine, amazing things will begin to take place. Your level of creativity and productivity will skyrocket. Your relationships at home, as well as at work, will begin to improve — gradually and then very dramatically. Your enthusiasm, passion, and fulfillment will reach levels you had only thought were possible for other people. So, regardless of your past, your present and your future are about to get a lot better. When you're ready, let's take on Session One.

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Good Luck!

A handwritten signature in black ink, appearing to read 'Steven K. Scott', with a large, stylized initial 'S'.

Steven K. Scott

## Session 1: From Failure to Millionaire! Now it's Your Turn

I used to fail at everything, both personally and in business. I lost nine jobs in six years, lost my marriage and the hearts of my children. In my first nine jobs I made less than half of the national average annual income; and my average length of employment was only eight months per job. Job number ten saw my income grow from \$18,000 per year to \$7.5 million per year. My relationships with my children were restored to better than ever and I became the happiest married man I've known. What was the difference between the first nine jobs and the tenth? A mentor. What was the difference between my failures at home and my success at home? A mentor. What was the difference between my poverty-level income and my seven-figure income? A mentor.

### **Mentors will make all the difference in every area of your life!**

In each session we are going to focus on one specific strategy that has not only worked wonders with me, but with many others, too. After each strategy is explained and illustrated with examples, we'll then focus on very specific techniques that will enable you to apply that strategy instantly to your daily activities, with the goal of achieving your personal and professional dreams.

Now, please list four or five dreams that you would really like to achieve. They can be personal goals or career goals. It doesn't matter. Just write down and identify what is really important to you. You've begun your journey toward total success. Good luck!

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## Session 2: The Stock You're Sitting On is Worth More Than Millions

Whether you realize it or not, all your life you have been programmed for mediocrity at best, failure at worst. In school you were judged by your teachers, your parents, and your friends. You were judged on usually one of three criteria. One, your grades. Two, your athletic skills. And three, your popularity. So, if you weren't the high school quarterback, and if you weren't the valedictorian, you probably graduated thinking of yourself as average. This continued throughout your personal and professional life, where not only did others judge you — but you judged yourself — based on your occupation, your title, your income, and the things you acquired. You probably labeled yourself as average. This is a false standard.

This is not true! You need to reprogram yourself! You need to discover the true standard by which you should measure yourself and others. In order to find this true standard you must reprogram your “onboard computer.” Reprogramming your onboard computer will quickly and permanently demolish the concrete limits to success that were erected through your past programming. Reprogramming your onboard computer really involves three specific things. 1.) An awakening. 2.) An attitude adjustment. 3.) A specific activity.

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Now, take a minute and do the photographic memory exercise that is given on the tape. You'll be amazed what your mind can achieve. Good luck!

**Do the Photographic Memory Exercise Now**

## Session 3: It's a Matter of Personality

### *The 5 Minute Personality Test*

Instructions: On each of the ten horizontal lines, put the number 4 by the word that best describes you in that line; a 3 by the word that describes you the next best; a 2 by the next best word; and a 1 by the word that least describes you. You will then have one 4, one 3, one 2, and one 1 on each line. For example, one choice for the first line of words would be:

(3) Likes Having Authority (4) Enthusiastic (2) Sensitive Feelings (1) Likes Instructions

This is one test you can't fail. Be honest, and you'll discover both your dominant and sub-dominant personality types. None of us are totally one type, but rather a unique combination of all four personality types, with one or two usually taking priority over the others. Each column represents a specific personality type. The column with the highest score is your dominant personality type, while the column with the second highest number will be your sub-dominant type. These two scores reveal the most accurate picture of your natural strengths and weaknesses.

<b>L</b>		<b>O</b>		<b>G</b>		<b>B</b>	
1. Likes Authority	—	Enthusiastic	—	Sensitive Feelings	—	Likes Instructions	—
2. Takes Charge	—	Takes Risks	—	Loyal	—	Accurate	—
3. Determined	—	Visionary	—	Calm, Even Keel	—	Consistent	—
4. Enterprising	—	Likes Talking	—	Enjoys Routine	—	Predictable	—
5. Competitive	—	Promoter	—	Dislikes Change	—	Practical	—
6. Problem Solver	—	Likes Popularity	—	Gives in to Others	—	Factual	—
7. Productive	—	Fun-Loving	—	Avoids Confrontation	—	Conscientious	—
8. Bold	—	Likes-Variety	—	Sympathetic	—	Perfectionistic	—
9. Decision Maker	—	Spontaneous	—	Nurturing	—	Detail-Oriented	—
10. Persistent	—	Inspirational	—	Peacemaker	—	Analytical	—
Total "L"	—	Total "O"	—	Total "G"	—	Total "B"	—

*The 5 Minute Personality Test, cont.*

Now plot your total score for each vertical column (L, O, G, B) from the previous page on the **Personality Strengths Survey Chart** below. Each letter stands for a particular personality type. The column with the highest score is your dominant personality type, while the column with the second highest number is your sub-dominant type. While you are a combination of all four personality types, the two types with the highest scores reveal the most accurate picture of your natural inclinations, strengths, and weaknesses.

<b>Personality Strengths Survey Chart</b>					
	<b>L</b>	<b>O</b>	<b>G</b>	<b>B</b>	
<b>40</b>					<b>40</b>
<b>35</b>					<b>35</b>
<b>30</b>					<b>30</b>
<b>25</b>					<b>25</b>
<b>20</b>					<b>20</b>
<b>15</b>					<b>15</b>
<b>10</b>					<b>10</b>
<b>5</b>					<b>5</b>
<b>0</b>					<b>0</b>

## Session 4: The Unimaginable Launching Pad to Your Extraordinary Success

The next secret on the road toward your extraordinary success is *discovering how to overcome your lack of know-how*. Even though your lack of know-how looms in front of you like a giant ocean that you can't cross or a huge mountain that you can't climb over, in reality it's a launching pad. It becomes a launching pad when you realize that you want to achieve a dream but you don't know how to do it. It forces you outside of yourself because you don't have the appropriate skills or knowledge to achieve that dream. The key to overcoming your lack of know-how is learning how to get outside of yourself. The first thing you have to do is: Number one, you have to realize that we all know a little, and we don't know a lot. The second thing you have to realize is that you don't have to be a genius to achieve your impossible dream. Next, you don't have to know how to do the things that are critical to your specific dream. And number four, age isn't necessarily an advantage or disadvantage.

Use the Personal Assessment exercise below to help you on your quest to achieving your impossible dreams. Please list the following:

### *Personal Strengths*

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### *Business Strengths*

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### *Personal Weaknesses*

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*Business Weaknesses*

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*Things You Love To Do – Personal*

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*Things You Love To Do – Business*

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*Things You Do Really Well – Personal*

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*Things You Do Really Well – Business*

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\* This exercise/inventory will really help you to overcome your lack of know-how.

Another secret to help you on your journey toward total success is *discovering how to overcome your lack of resources*. No person has ever possessed enough of the three critical resources to achieve extraordinary success on their own. They all lack time, talent, and money. Because none of us have the time, talent, or money to achieve our impossible dreams, there is no such thing as a self-made success. Every person who has

ever achieved extraordinary success, whether personally or professionally, has done it with a great deal of help from others. This is the secret known to the world's most successful achievers. They understand that their lack of know-how and their limited resources are the true launching pad to extraordinary success. It forces you to recruit others who are rich in the knowledge and resources you lack.

What does it take to remove the limits of your "limited resources"? Review the following:

- A. Your resources need to be accurately appraised and valued.
- B. Your resources need to be used wisely (they are difficult or impossible to replace).
- C. Your resources need to be expanded.
- D. Time, Talents, Money:
  - Time is used wisely by measuring and appraising its use.
  - Time is expanded by delegating.
  - Talents are used wisely by measuring and developing.
  - Talents are expanded by recruiting the talents of others.
  - Money is used wisely by proper saving, wise spending, and carefully managing and investing.
  - Money is expanded by procuring it from outside resources.
- E. Build for long term continuous gain rather than short-term satisfaction or instant gratification
- F. Good use of limited resources is often the worst enemy of best use of limited resources. Good use robs us of the best use.
- G. Build businesses instead of one-time opportunities.
- H. Build relationships rather than focusing on instant gratification.
- I. Commitment and motivation are greater factors in achieving your dreams than IQ, experience, talents, or resources.

## Sessions 5 & 6: The Key That Opens Every Door — Persuasive Communication

The next secret we are going to cover will radically change your life for the better. It is *becoming an effective and persuasive communicator*. What we are talking about is the art of persuasion, and it's a technique that anyone can learn and master. Many people think "persuasion" is just another word for manipulation. But there is a real difference between persuasion and manipulation. Manipulation is using any means necessary to motivate or force someone to do something that fulfills your desire or need, whether it's in their best interest or not. The focus is on getting them to do what you want them to do, regardless of what's best for them. Persuasion, on the other hand, is communication that guides a person's mind and emotions past all obstacles and enables a person to understand what you're saying, feel what you're feeling, and motivates them to take the course of action that is in their best interest. The foundation of persuasion is made up of three critical parts:

1. Honoring and respecting the person you hope to persuade.
2. Understanding the other person's "frame of reference."
3. Developing the skills to become an effective communicator.

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Now, what is effective communication? Effective communication is communication that enables a person to understand what you're saying and feel what you're feeling. Effective communication is two-dimensional. It brings true understanding to the recipient and feelings of empathy to the communicator. It affects the mind and heart of the recipient. Persuasive communication is three-dimensional. In addition to the heart and the mind, it also affects the *will* of the recipient. So it not only communicates understanding and empathy, but it motivates a specific behavior on the part of the recipient.

### **The Four Challenges of Communication**

1. Gaining the listener's undivided attention.

2. Holding the listener's attention level high.
3. Imparting understanding and feeling.
4. Affecting their will to make the right choice for the right reason.

### **The Three Most Effective Communication Techniques**

1. Grabbing a person's undivided attention by using a *hook*.
2. Holding a person's attention at a high level by *salting*.
3. Conveying understanding and feeling by using *emotional word pictures*.
  - An emotional word picture is a statement or story that creates an instant picture in the listener's mind that clarifies what you are trying to say and communicates a feeling that you want them to experience.

### **The Five Steps to Creating Effective Emotional Word Pictures**

1. Set aside personal time to create the word picture.
2. Learn about the person's interests.
3. Create your word picture from one of five sources (hobbies, memorable events, everyday objects, imaginary stories, images from nature).
4. Practice using the word picture.
5. Pick a convenient time with minimal distractions to communicate your word picture.

### **The Three Greatest Motivational Factors in Communication**

1. Desire for gain.

2. Fear of loss.

3. To love or be loved.

As we wrap up this session we are going to cover the techniques for creating a logical and persuasive presentation. There are four critical steps you must take before you write or say a word.

Number one, describe your listener/recipient and make a list of their desires, needs, or fears that your idea or product is going to relate to. In the space below, write down a sample situation and begin to create this persuasive presentation. First, list your recipients' desires, needs, or fears.

Sample Situation — list desires, needs, and fears that need to be addressed.

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Number two, state why your product or idea fulfills their needs or desires, or resolves their fears in the best way possible. Write it down.

How do you fulfill needs/desires or resolve fears?

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Number three, list and prioritize every objection or excuse that could be made. Write it down.

List objections and excuses.

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Number four, write down how your product or idea overcomes their objections or excuses. Write it down.

How do you overcome their objections or excuses?

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Finally, here are the seven essential elements in your written or verbal presentation.

1. Create your opening with a hook.
2. Set up the problem or opportunity that you are going to resolve.
3. Salt the presentation.
4. Use emotional word pictures to make your most important points crystal clear and unforgettable.
5. Use credible testimonials.
6. Use comparisons to build perceived value.
7. Close with a quick summary and give a risk/reward comparison. Give them a reason for taking action and then give them the opportunity to act!

## Session 7: Gaining a Precise Vision of What You Want to Achieve

Another secret that is absolutely critical to achieving your dreams in all areas of your life is *gaining a clear and precise vision of what you want to achieve*. If you don't have a clear picture of your destination and a precise, detailed map to get there, you'll never arrive, no matter how hard you try. Your map to success is called:

### The Dream Conversion Process

*Step 1.* Write it down. In the space below, create a list of the most important areas of your life. After you have decided on the list, go ahead and prioritize that list. Write down as much as you want. Put it in a priority that's true to your heart and mind.

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*Step 2.* Define your dreams in each area. In the space below, create a list of the specific dreams, hopes, and desires you have for each particular area. Once again, after you've created your list of dreams, go ahead and prioritize that list.

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## The True Definition of Extraordinary Success

*Extraordinary success in any area of your life can be determined by the degree and quantity of significant accomplishments you are able to achieve in a limited amount of time that reflect your most important values, dreams, and goals.*

## Session 8: The Super Achievement Process of the Rich and Famous

To further expand on the dream conversion process, we are going to cover how to use this powerful tool for *setting and achieving specific goals in any area of your life*. You have already completed the first two steps in the process by listing and prioritizing the most important areas of your life, then defining your specific dreams within each of those areas. Now, we are moving to step three, which is converting your dreams into specific goals. Here is the dream conversion process for setting and achieving goals:

### Dream Conversion Process

1. Break each dream into specific goals.
2. List the specific steps that need to be taken to achieve each goal.
3. List the specific tasks required to complete each step.
4. Assign a target date for completing each task.

In the areas provided below, go through the dream conversion process for setting and achieving goals.

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*Specific Goals* — Pick one of your dreams from your previous list and list the specific goals required to achieve it.

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*Specific Steps* — Now, list the steps you need to take to achieve each goal.

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*Specific Tasks* — List the tasks required to complete each step.

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*Assign a Target Date* — Assign a date for the completion of each task.

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### **Core Values**

Create a list of your most important values in life. What are those things? Use this list constantly and refer back to it as you begin to pursue your dreams. Anytime you find yourself violating these values, you might need to redefine your dreams. Redefine your goals. Redefine your steps. It's the ultimate "checklist." Do this in the space provided below. Good luck!

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## Session 9: The Strategic Secret of The World's Most Successful People

This secret might be considered a little radical, but it truly is the strategic secret of the world's most successful people. It is *dreaming bigger than you can possibly achieve*. It can also be called "shooting for the moon." Let's use the Babe Ruth analogy from the tape as an example. We don't remember his pitching records or strikeout records, we only remember his home run records. He had a different goal than any other player in baseball; every time he came up to bat he was swinging for the fence. He wasn't just trying to get a hit. He was trying to hit a home run! You see, swinging for the fence converts your hits to home runs.

Most people go through life just hoping to get on base. They want to avoid the strikeouts. When you "shoot for the moon," you convert your seemingly "unachievable" goals into reality. One major mistake most people make is setting goals that are too low. They are too modest. They're too achievable. When you shoot for the moon, you set impossible, unreachable goals. And not only will you achieve them, you'll exceed them!

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Now, go back and review all of your dreams from the previous session. Revise all your dreams to reflect a shoot for the moon attitude. Don't hold back. Swinging for the fence is the key. Do the same with your goals, steps, and tasks. Don't sell yourself short. Dream big! Do it now!

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## Session 10: Steven Spielberg's Masterful Strategy for Unlimited Achievement

The next secret for attaining unbelievable success in all areas of your life is *identifying, recruiting, and effectively utilizing partners*. This is a skill that anyone can develop, and it is crucial for your future success. No one ever became a huge success on his or her own. You can't do it by yourself. Everyone needs some sort of help. You can achieve infinitely more with partners than you ever could by yourself. Partnering is the key to removing the limits of your limited resources. It multiplies your own potential.

There are four steps to achieving effective partnering:

1. Identify the kinds of partners you need to achieve any particular dream.
2. Identify specific individuals or companies that fit your need.
3. Recruit that particular individual or company.
4. Effectively utilize and motivate that partner to accomplish your goal.

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In the space below, write down one of your dreams and then identify the specific kinds of partners that you should try to recruit to help you achieve that dream. List all the specific strengths, abilities, and talents desired in a partner. How will they help you to achieve that dream? Write it down.

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Here are the strategies and techniques for recruiting the right *mentors*:

- A. Do an accurate appraisal of your strengths and weaknesses.

- B. Determine goals(according to your prioritized goals), projects, or areas in which you need mentors.
- C. Create a strategy.
- D. Prepare a presentation.
- E. Start at the top of the list and work down.
- F. Mentors:
- Should compliment, not duplicate your efforts.
  - Should have character and integrity.
  - Should catch and share your vision.
  - Should be doers, not theorists.
  - Should be totally committed and motivated to your vision. This commitment and motivation are more important than their experience or credentials.

## Session 11: Edison's Three Simple Techniques for Stellar Success

Persistence is the next secret on the road to achieving your impossible dreams. There are more misconceptions about persistence than almost any other topic we've covered. Persistence is not hitting a brick wall, getting up, dusting yourself off, and then hitting it again and again. True persistence is hitting the brick wall, getting up, dusting yourself off, and then realizing that you're not going to get through it, so you either have to get over it, around it, under it, or blow it up. You have to develop a creative alternative to get past the wall. *True persistence is continually coming up with creative alternatives whenever you fail.*

### Three Insights into True Persistence

1. You don't need persistence to go downhill, but you can't get to the top of the hill without it.
2. Worthwhile dreams are always found on the tops of rugged mountains, never on the valley floors.
3. Worthwhile dreams can never be achieved without encountering failures, criticisms, obstacles, and roadblocks.

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### Edison's Three Techniques for Stellar Success

1. He defined his dream *in writing*.
  2. He discussed the broad *ramifications* of his dream.
  3. He began to *infect other people* with his dream.
- Another key skill Edison had was that he always expected strikeouts or failures, but he learned the right way to deal with them. He accepted responsibility, he analyzed the failure, and then he came back determined not to make the same mistake again.

In the space provided below, think of some of your past failures. Write down what caused the failure and the things you did that contributed to the failure. After you've done that, write down how you could have done it differently.

*Past Failures — What were the causes?*

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*What would you do differently?*

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## Session 12: How to Become Positively Amazing

This session is all about becoming more positive. In fact, the secret we are covering here is *gaining a positive personality*. You won't find the word "positiveness" in the dictionary, but it's a great word to describe this next step to achieving all your wildest dreams. There are three ingredients to becoming a positive person:

### 1. *Taking charge / responsibility for your attitudes.*

- A. Responding versus reacting. You have to learn how to respond instead of react in negative situations.
- B. Resetting your focus. You must learn to refocus your attention from negative to positive in any given situation.
- C. Learning how to be grateful. The key is discovering that everything good in your life was given to you by someone else.

Now, in the space below, make a list of all the things for which you are grateful. Think about what's really important to you and why.

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### 2. *Striving for and achieving excellence.*

- A. Using the dream conversion process.
- B. Shooting for the moon.
- C. Utilizing the secret of partnering.

### *3. Developing and maximizing your relationships.*

There are seven keys to building strong relationships:

- A. Bringing honor into the relationship.
- B. Bringing encouragement into the relationship.
- C. Infusing security and safety into the relationship.
- D. Communicating respect and admiration.
- E. Developing and using effective communication techniques.
- F. Quickly addressing and resolving conflicts the right way.
- G. Reducing the amount of criticism you give and learning how to give it the right way.

## Session 13: Overcoming the #1 Roadblock to Extraordinary Success

No matter what you do, in order to achieve your impossible dreams, there is one huge roadblock that you must overcome. You have to learn how to *deal with your subconscious and conscious fear of failure*. Fear is an insidious virus. It is the greatest enemy of progress. It paralyzes and weakens us. In order to move forward in all the areas of your life, you must learn how to overcome this tremendous hurdle. The good news is that fear of failure is very easily dealt with when you use the right technique. To begin, we first have to understand fear itself. In order to do this, we have to break fear of failure into its component parts, which are fear and failure.

### Fear

Good fear vs. bad fear

- A. Good fear protects us from wrong and destructive behavior.
- B. Bad fear prevents us from achieving better and best. It prevents us from asking questions. It prevents us from swinging for the fence. There are two types of bad fear: 1.) Conscious or obvious fears that we know about. 2.) There are subtle or subconscious fears that we're not even aware of.

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In the section below, create a chart of your fears in order to put them in their proper perspective.

*Fear — What is it?*

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*Worst Case Scenario — What's the worst that could happen?*

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*Best Case Scenario — What's the best that could happen?*

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*Likely Case Scenario — What's most likely to happen?*

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## **Failure**

Failure is not a disaster. It's an event in which you did not achieve your desired outcome. It's an event that had a cause or group of causes. When you revisit the failure, you learn those causes and in turn, that knowledge, reduces your chances of failing again. It literally makes you wiser. Failure can be your second greatest teacher and mentor. Or, it can be a tyrannical dictator that drastically limits or even destroys your hopes of future success. The choice is yours!

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In the section below, create a list of any personal or business failures that were particularly hurtful to you. Now, take one item on that list and write down all the possible causes of that failure. Next, write down the lessons that you can learn from those causes. Finally, list any similar situations you're likely to face in the future. Be honest and true to yourself. Good luck!

*Failures*

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*Causes of the Failure*

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*Lessons Learned*

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*Future Situations*

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## Session 14: Turning Your Worst Enemy into Your Best Friend

In this session we are going to discuss how to make friends out of one of your worst enemies. We are talking about that frightful word “criticism.” Subconscious or conscious *avoidance of criticism* subverts and suffocates your creative thinking and sabotages your launch before you even attempt to achieve your dreams. But criticism doesn’t have to be your worst enemy. It can become a very valuable ally when you learn the right way to deal with it. There are three steps that will turn criticism from your worst enemy to your best friend:

**Step 1.** Consider the source. How qualified is this person to give such a criticism? What is the basis of their criticism? Is the criticism ...

- A. Emotionally based (E)?
- B. Based on past experiences (PE)?
- C. Based on lack of understanding (LU)?
- D. Based on conventional thinking rather than creative thinking (CT)?
- E. Based on logic (L)?
- F. Based upon the realities of the situation (RS)?

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What is the motive of the critic?

**Step 2.** Consider the accuracy of the criticism.

**Step 3.** Take responsibility for your response. The wrong responses are to defend, attack, withdraw, or surrender. The right response is to re-focus, write down the

criticism, and then look for the gold in that criticism.

Use the following exercise to evaluate a criticism from your past that was very hurtful to you.

*Criticism — What was it?*

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*Critic and Motive — Who was it and why?*

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*Invalid Part(s) — What wasn't true?*

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*Hurtful Part(s) — What hurt you the most?*

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*Lesson(s) Learned — What good came from it?*

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*Response — How did you respond to the criticism?*

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*Change — What would you do differently the next time?*

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## Session 15: Getting More than You Ever Hoped For, Faster Than You Can Imagine

This session is about taking control of your life. Taking charge as you drive down the highway toward your impossible dreams. Taking control of your life, one minute at a time, one day at a time, and one week at a time. The secret of this session is called *priority planning*.

How does time get away from us? How does it leave our control? There are five ways that we lose control of our time on a daily basis.

1. We accidentally lose minutes and we purposefully throw away hours. We often choose not between a bad use of our time and the best use of our time, but we choose between a good use and the best use. We throw away time by doing something *good* with our time instead of the *best use* of our time.
2. We don't plan or prioritize our day before it starts.
3. Time robbers steal our time.
4. We allow urgencies to take precedence over priorities.
5. We procrastinate and put the most important things off until later. There are six reasons that cause us to procrastinate:
  - A. *We sense no urgency in the activity.*
  - B. *The activity may not be fun or pleasant.*
  - C. *The activity is outside of our comfort zone.*
  - D. *We fear failure.*
  - E. *We don't perceive its real value.*
  - F. *We lack the knowledge we need to do the activity now.*

Take this **Time Inventory Form** with you everywhere you go for a week. Every couple of hours, record what you did in the preceding hours. You can then examine this chart to see where you are spending your elective blocks of time and where to make adjustments in your schedule. Good luck!

	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
6:00 am							
7:00							
8:00							
9:00							
10:00							
11:00							
Noon							
1:00 pm							
2:00							
3:00							
4:00							
5:00							
6:00							
7:00							
8:00							
9:00							
10:00							
11:00							
Midnight							
1:00 am							
2:00							
3:00							
4:00							
5:00							

## Session 16: Igniting the Passion You Never Knew You Had

In this final session we're talking *passion*! Passion is the fuel that will keep burning until you reach your final destination. Passion is the fuel that empowers the super-achievers drive. But, true passion is not in inborn trait. There are two ways that you can get passion. You can catch a passion or you can acquire it. Now, the danger in catching a passion is that it's kind of like catching a cold. Once you get it, it can take control of you. Obviously, this can be a very dangerous thing. When you acquire passion, your entire world will change and you will be headed on the fast track to ultimate success. The passion we are talking about is made up of three ingredients:

1. Vision
2. Hope
3. Fulfillment

*Vision — You can't have the other ingredients without this one. You have to gain a vision for your dream.*

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*Hope — True hope is the well founded expectation that it is not only possible to achieve a vision, but there is a way to achieve that vision.*

*Fulfillment — This comes automatically as you complete each step.*

**The dream conversion process creates all three!**

In the space on the next page, write down one or two of your most important dreams and describe the passion that you are currently feeling in those areas. This will help to clarify your vision and give you a better understanding of what you need to do in order to achieve those dreams. Best of luck in achieving all your impossible dreams!



Throughout this program, you've heard Steven refer to the *Loose-leaf Workbook* and the *Dream Conversion Journal*. These are two powerfully vital companions to this program that will help you gain more extensive, in-depth analysis and guidance from the materials in Steven's program. The workbook contains numerous thought-provoking exercises that will help you carefully detail a plan to achieve what you previously thought impossible. *Dream Conversion Journal* is designed to take you step by step through the dream conversion process in your life, to help make your personal and professional dreams come true. Both the *Loose-leaf Workbook* and the *Dream Conversion Journal* are available from Steven Scott's organization. Call 1-800-246-1771 to order.

Loose-leaf Workbook    \$29.95

Dream Conversion Journal    \$49.95

CALL 1-800-246-1771 to order today!

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