

# Think Like A Winner



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# Get Your Mind Right

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# Whats Inside!

01

Do you know what the most important factor is when it comes to your success? This ultimate factor is the difference between a successful person and a failure

02

Youâ€™ll learn what your current strengths are and how theyâ€™re going to help you be successful as an entrepreneur, as well as how to develop new strengths.

03

Youâ€™ll learn how to create new habits that will keep you on the road to success without even trying. Youâ€™ll be able to develop these habits so that you automatically do the things that you need to do to be successful.

04

Youâ€™ll learn how to let go of the past and not allow past mistakes to influence your current successes.

05

Youâ€™ll learn how to recognize successes in the past and allow them to motivate you so that you can reach your current goals.

06

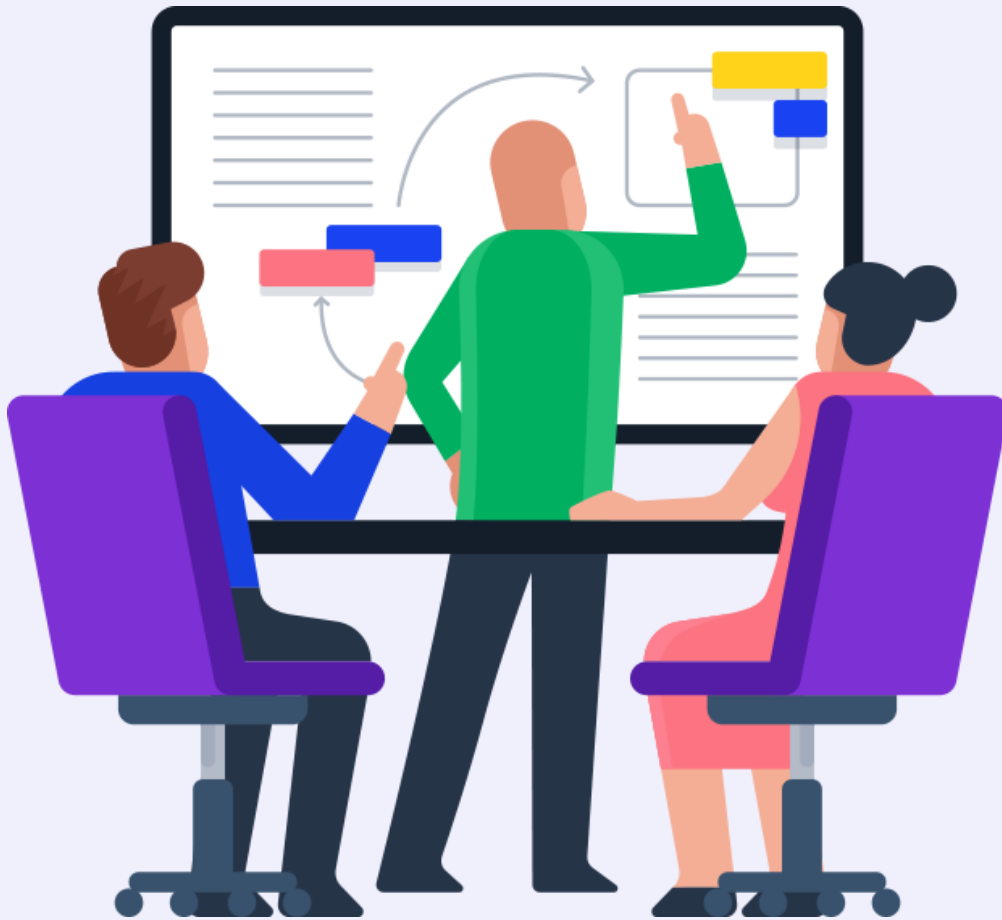
Youâ€™ll learn how your scheduling habits are killing your business and how you can find time to be successful even if you donâ€™t think you can fit it in.

07

Youâ€™ll learn how to be the best self that you can be and youâ€™ll be able to use that knowledge to create the best business that you can create.

08

Youâ€™ll learn exactly how you can identify each and every weakness that has kept you from being successful in the past and then create a plan to combat them so that they donâ€™t stop you this time.



## Introduction

The entrepreneurial industry is one that attracts hundreds of thousands of people every year. Everyone wants to own their own business. Everyone wants to reap the rewards that come with independent success which include financial freedom, more time to spend with your family and the ability to work for yourself rather than someone else.

But becoming an entrepreneur isn't easy. If you want to become financially independent and get more time to spend with your family, be prepared to spend some money and hardly spend any time with your family at all while you work towards your goals. The rewards are great, and certainly worth it, but it's going to take some hard work.

# Succession

Have you ever wondered why some people are successful over and over again, while other people just can't seem to catch a break?

You can take two people; give them the same skills, the same opportunities and ensure that everything is equal between them, and one person might succeed while the other fails.

This is not really a hypothetical example. People do this all of the time.

One person sees that someone they know or admire is becoming successful by doing A, B and C, so they will try to replicate that person's results by also doing A, B and C. But does that guarantee that they will have the same success?

Almost never; so, what is the difference? What is the ultimate factor that determines whether or not a person is successful?





# MINDSET

Your mindset may be the most important asset that you have and the way that you look at the world is going to influence many things in your life. A mindset can also be thought of as a window that you see the world through, a paradigm or the attitudes that you have.

You could almost argue that if you had the right mindset you would be successful even if all of the other factors were dead set against you. Of course, that is not exactly the case because your mindset determines how and if you see opportunities when they come along.

## The Cost Of Making Big Changes

Defense mechanisms are built up, pathways in the brain are forged and that metaphorical wall is built, reinforced and then surrounded by a dozen snarling Rottweilers.

When you want to change, you have to make it through these defenses and although it definitely is doable, it isn't going to be easy. But getting rid of the failure mindset and giving yourself the entrepreneurial mindset is worth it.



## Do You Think Your Better Than Everybody

The first thing that we are going to do is make a list of things that you do better than anybody else. Excel at it and create enough value so the hierarchy of power ups can weigh your value to monetary worth. The higher the value the more valuable it becomes!





# ATTRIBUTES

The next thing that you're going to do is determine what sort of attributes the most successful people in the world have, or especially, the people that you admire.

You're going to want to be as specific as you possibly can because at the end were going to compare the two lists and try to find how many strengths you have already that can help you be successful.

This exercise isn't actually about finding all of the qualities that entrepreneurs need to succeed; it is about realizing that you already have the attributes that it takes to be successful.

## Determination

you have the idea or attitude that you are going to succeed no matter what, no matter who stands in your way and no matter what obstacles you encounter

## Passion

if you aren't passionate about working for yourself and owning your own business, it can be almost impossible for you to be successful at it.

## Optimism

you are optimistic about the future. You believe that good things are in store for you and your outlook is almost always a glass half-full kind of mindset.

## Patience

you are willing to work over a long period of time to get the results that you want. You're not going to give up if it doesn't happen quickly.

## Reliable

you will be able to handle the responsibility of being an entrepreneur. You have a reputation for being reliable so people are willing to work with you.





# WEAKNESS

What are the weaknesses that have prevented you from being successful in the past and, unless you overcome them, are going to keep preventing you from being successful in the future?



## Interpersonal Weakness

The first type of weaknesses that we are going to discuss is interpersonal weaknesses. These are weaknesses that come from other people. Most of the time, you will not actually have people stopping you from achieving success, you will just think they are stopping you.

This is a form of the mental block rather than an interpersonal one. You can identify when interpersonal weakness is actually a mental one, because the person that you think is keeping you from achieving success actually hasn't said or done anything to prevent you from being successful.



## Physical Impediments

The next type of weakness that weâ€™re going to talk about is the physical one. Depending on the exact type of physical problem this can be easy to resolve or can be nearly impossible. If you want to understand how this weakness works, imagine that you wanted to become a graphic designer.

However, you didnâ€™t own a computer; you had no access to Photoshop and you wouldnâ€™t have known how to create something in Photoshop even if you did. In this situation, two of the physical blocks could be solved with money. You could buy a computer to do graphic design on and you could buy a copy of Photoshop, or sign up with Adobeâ€™s monthly subscription program to get access.



## Mental Blocks

The last type of weakness that we will talk about is probably the most difficult to face. These are the mental blocks; the things that you believe or think that keeps you from achieving your goals. Mental blocks can be difficult to overcome because the first step is to identify them and this can be extremely hard to do.

Facing the facets of your own personality that are self-destructive and are keeping you from being successful is a scary proposition. In fact, figuring out what these mental weaknesses are is probably the hardest step. Once you've figured out what is mentally keeping you from success then you can start to take steps to remove these mental blocks, one by one.



# Live In The Now

So, your brain is wired to remember your failures better than your successes but that doesn't mean that you have to let those past failures control you or even influence your actions in the present.

## Value of Mistakes

You can learn from your past mistakes and that's an advantage that we have over most of the animals out there. We're able to learn from our failures, change the way that we're doing it and then move forward with the new strategy.

## Failures into Success

On the opposite end of the spectrum, another thing we do is to think negatively about future events as well. How is this connected to past mistakes?

If your mind is dwelling on past mistakes, and your mindset is failure because of that, obviously, any future events will be seen through the same distorted lens.

Many people let "what ifs" stand in their way. It's all in the way that things are worded and make no mistake; words are a very powerful thing.

## Help Others

Be willing to help others. If you encounter someone that could use some of the skills that you possess, consider spending some of your free time helping them.

## Cultivate Patience

Many entrepreneurs want success right away. There is nothing wrong with this, but you're probably going to want to learn to be patient if you're in business for yourself because it can take a while to see the fruits of your labor. Rarely is someone an "overnight success." It is much more likely that they worked hard to get where they are and you just weren't aware of it.

## Rememberance

It's like that episode of Happy Days where Tom Hanks plays a man who went to high school with The Fonz, had some sort of problem with him, and spent a decade learning karate so that he come back and whoop on Arthur Fonzerelli.

You know what happened? The Fonz didn't even remember him and was more than happy to apologize for past mistakes. The guy spent 10 years of his life dwelling on the past and the only reason that it grew from a tiny event in reality to this huge persecution that he had to get revenge for was his own self-talk throughout those 10 years.

## Don't Show Up Late

Don't show up late for work. Show up early instead. You should be twice as committed as you are to your day job to the time that you spend working on your business and building your success.

## Develop Relationship

Develop relationships. No one succeeds in a vacuum and the relationships that you build with other people can help you much later in life as well as build lasting friendships.

## Develop Relationship

One of the problems that entrepreneurs run into, particularly if they are the type of personality that likes a very rigid set of rules and working guidelines, is getting stuck at an impasse because something happened that they couldn't plan for.



# TIME

“I just don’t have time,” is the common battle cry among those who never actually make a success of themselves in any field. You have time during the day or evening or when you should be sleeping that you can use to be successful. You just have to find it.

Do not let other people monopolize or even have any part of your precious success time. If you’ve committed to working on your business from 7AM to 8AM every single weekday, then don’t agree to run an errand for a friend during this period. You don’t want to be a “yes man.” Your time “at least the time that you’re spending working on your business” is your most precious commodity, and you should jealously guard it from others and not let anyone take you away from spending that time working on your business.

## Value of Work

If you're getting into the entrepreneur business because you don't like to work hard, you are definitely in the wrong occupation.

While there are many entrepreneurs out who have achieved a great deal of success and now have free time that they can spend doing what they want, they either worked very hard to get to that point or are still working hard.

In fact, successful people can't seem to stop working. Even if they're retired, there is always something that they are doing to achieve goals or to better themselves.

## Priority

Is your business really your number one priority? Are you willing to make some sacrifices to achieve your goals?

The answer to both of these questions needs to be yes because if you don't make your business your number one priority it will slip further and further down on your ranking list of priorities until you almost never work on it and you need to be willing to make sacrifices to achieve your goals; some of the sacrifices are going to be painful.

## Pricing

If you are entering the marketplace with a product or service, don't do more than a basic, cursory examination of the going prices.

Once you know what the going prices are, consider how much you think your services are worth, which also goes for products.

Some people start their business off on the wrong foot by lowering their prices drastically in trying to undercut the competition. This is a bad idea for many reasons.

## Develop Relationship

If you want to be successful, you're going to have to start managing your time differently than you have in the past. In the past, you may have flirted with the idea of starting an online business but spent most of the time looking around, seeing what other people have done and watching videos on YouTube "business-related or not.

From now on, you have to be more serious. You're going to have to start devising a schedule and sticking to it religiously. Make sure that you set aside enough time during the day to actually make a significant amount of progress with your business.

## Serve your Audience

The next thing you are going to discuss is showing up to serve. The most successful people in the world do not have people in service to them; they are in service to other people

## Action Sentences:

- Realize how important mindset is.
- Know what all of your current strengths are.
- Conversely, know what your weaknesses are so they donâ€™t prevent you from being successful.
- You are going to change your mindset to be healthy and geared toward success.
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- Youâ€™ll know how to focus on the present and quit dwelling in the past.
- Youâ€™ll know the proper way to set goals so that they are clear, concise and specific.
- Youâ€™ll be grateful for what you have currently, how to give thanks for each day and why this is great for your future success.
- Understand how to value your time so that other people donâ€™t take it from you and so that you can use it to achieve the goals that will take you from here to wherever your success is.



# MIND FRAME