

# HOW TO THINK LIKE A MILLIONAIRE

Ten of the world's most successful people reveal secrets of their success

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## MAIN IDEA

People who have been hugely successful have several character traits in common. By examining these traits, you gain insights into how success has been achieved in the past, and how to do the same.

Most importantly, these successful people, from a diverse range of businesses, have marked the path anyone can follow to fulfill their own potential.

To achieve what others have already accomplished, apply the same principles in your own career.

### 1. Life Gives Exactly What You Demand Of It With Written Goals.

Goals have a certain magic in their power. They give a framework for ideas that exist in your mind, and serve as a way to discipline your life towards whatever you want to achieve.

You'll achieve exactly whatever you set as a goal, as long as you take the time to write down your goal, ponder it frequently and keep reminding yourself of that goal. It then becomes your own magnificent obsession and channels all your thoughts and energies.

### 2. Use Your Subconscious Mind.

Everyone who has been hugely successful has believed in themselves long before they achieved their ultimate success. This has been the result of deliberate mental imagery and self-confidence. You can literally create mentally the degree of financial success you then achieve physically.

Concentrating on what information goes into your mind and deliberately feeding your mind positive suggestions has more wide-reaching effects that you can imagine.

Use the Coue formula:

*Every day in every way I am getting better and better.*

### 3. Get Into A Position Where Your Work Is Your Passion.

You will be most successful in a business field which you absolutely live for and that you feel passionate about. Then you will become an expert in your field. You won't need holidays because you will be already doing the thing that gives the most pleasure. You wouldn't change your occupation, even if you were given a million dollars or if you were about to die tomorrow.

That's why the very successful continue working even when they are multi-millionaires. They are exactly where they want to be, doing exactly what they want to do. Their work is their passion - and their passion makes them successful.

### 4. Learn To Work Effectively.

With concentration and the correct application of effort, you can improve the effectiveness of every hour you work - and thus improve the profitability of your efforts.

You should always be on the look out for areas where you waste time, so that you can be maximize the amount of time spent moving steadily forward towards your goals.

You alone determine what your time is worth financially.

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**KEY PRINCIPLE 1**  
**Life Gives Exactly What You**  
**Demand Of It With Written Goals**

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Main Idea

The major prerequisite for becoming rich is to believe that you can become rich. Success is not reserved for just a fortunate few and wealth is not an exclusive club. These barriers exist only in our own minds. Therefore, we each hold the key to their removal.

Succeeding is actually no harder than failing. It's simply a different kind of mental programming, which our subconscious mind has no reason to object to.

Supporting Ideas

Some of the excuses for accepting failure include:

1. Everything was much easier in the old days.  
Every year in the U.S.A. alone, 15,000 people become millionaires. It's now easier than ever to become a millionaire. Success depends less on outside circumstances than on mental attitude & character.
2. I'm too young.  
Lack of experience can be offset by boldness, daring, instinct or originality. Numerous people have become millionaires before the age of 30.
3. I'm too old to get rich.  
Why put your future behind you?
4. I have no capital.  
The experience of thousands of millionaires proves beyond a shadow of a doubt that money doesn't matter in the beginning. All that counts is a good business idea and the right mental outlook.
5. I'm not educated.  
Thousands of successful men are not educated, and it never stopped them getting rich. Should it stop you?
6. I'm not talented enough.  
The ability to make money is not inborn. It can be learned or acquired. No one is born to poverty as a right.
7. I don't have the energy it takes.  
You'd be amazed at how fired up you will become when your idea starts to take shape and things start to move ahead. You will be full of enthusiastic energy.
8. I'm afraid of failing.  
If you never try anything, you are sure of never failing, but look at all the fun you would miss out on. Defeat can be an education in and of itself with the right sort of attitude.

The best way to get rid of excuses; Take a pen, write down why you haven't been successful until now. Then stop and take a good look at it. Do your excuses make sense, or are they absolutely ridiculous?

Now consider that your situation will not improve unless you do something about it. Most people live with the idea that somehow, everything will work itself out magically. Instead of trying to bend the world to fulfill their dreams, people limit their dreams to other constraints.

An overriding desire for wealth is essential when it comes to attracting money. In fact, the degree and speed of a person's success are directly proportional to the intensity and constancy of the desire to succeed.

All great achievers have been, above all, men and women of

determination and will power. They craved success more than anything else. For them, it becomes an obsession. The difference between an obsession and wishing is that obsession doesn't tolerate delays, bypasses obstacles and gives us wings to fly on. Obsession produces concrete results, and is a spur to action.

Many people abandon their dreams in the name of rationality. They don't fulfill their dreams because education and society is geared towards people who are denied what they want most.

At the root of every great discovery and exceptional success story lies a dream, a desire. The fact of the matter is if you don't believe in your own dream, you'll never be able to convince anyone else to believe in it either. You'll never be able to motivate the people you need to reach your dream.

Success requires a total commitment. Successful people have learned to banish doubt from their minds and have tremendous faith both in themselves and in their plans. The power of faith leads straight to success.

Wealth is a state of mind. Money is the result of a very specific mental attitude. Money is the outer manifestation of an inner focus, of thoughts being steered toward a specific target. You begin by being rich in mind before you become rich in life.

The lives of the rich reveal that each of them made full use of their subconscious mind to become wealthy. The key to success ultimately lies in proper use of the subconscious mind. You need a positive inner attitude.

People develop their sixth sense, business sense, luck or intuition as a result of positive mental programming and a well-utilized subconscious mind. The subconscious blindly and infallibly follows any program fed into it. Every person is programmed whether they know it or not, and most people are being programmed negatively by external events they come across. The trick is to take control of your own sub-conscious mind programming, and do something positive with it.

Some people have pre-programmed mental blocks that owning a lot of money is dirty, or that their background means that success is next to impossible. However, money which has been earned honestly is simply a recognition of services rendered. A rich man is simply someone who has provided a product or service to a large number of people and has been fairly rewarded by them.

When a man asked Henry Ford what he would do if he lost his fortune, he answered that he would simply think up another fundamental human need and meet it by offering a cheaper and more efficient service than anybody else. He went on to say that he would be a millionaire again within five years. Finding a basic need and answering it with a cheaper, more efficient service is a recurring theme for the wealthy.

If you think money is bad, why is it that the richest countries in the world have reached the highest cultural and scientific levels? The only danger is when we become a slave to our money rather than making it work for us. There is no valid reason not to become rich.

Set a precise target, an amount and a deadline to make it. Invariably, people who fail never have precise goals. Anyone who has a specific goal and puts a specific plan of action into motion always achieves their goal. The reason is that a target is the simplest and most effective way of programming your subconscious. It is almost a password into a world of achievement.

Take a piece of paper and write down on it the exact amount of money you would like to earn within the next 12 months. Now stop and look at what you've written. You are worth exactly what you think you are worth. Your goal is a mirror image of what you think . In other words, the only limits you set are self-imposed.

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