

MILLIONAIRE SUCCESS HABITS

The Gateway to Wealth & Prosperity

DEAN GRAZIOSI

DEAN GRAZIOSI is an investor, an entrepreneur and a success coach. He is the founder of Dean Enterprises, a television show production company specializing in infomercials. He is also an experienced real estate investor and educator. Dean Graziosi is the author of *Be a Real Estate Millionaire*, *Profit from Real Estate Right Now* and *30 Days to Real Estate Cash*. His *Real Estate Success Academy* is currently ranked as the #1 educational program for real estate investing. Dean Graziosi is dyslexic and never attended college.

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MAIN IDEA

Do millionaires have different habits to everyone else? They do but they're not as dramatic as you might think. The reality is millionaires make some small but significant shifts in their habits which then yield big results when applied over time.



Millionaires cut through all the noise and complexity of modern life and draw a straight line between where they are now and where they want to be in the future. You can do the same. To take your life and your career to the next level, get to work applying different habits.

To be more successful in the future, you don't need to figure out ways to add more time to your day. Instead, incorporate these success habits into your daily routine. Replace the habits which have taken you to where you are today with millionaire success habits which will take you to where you want to be in the future. The time is right to adopt millionaire success habits.

"It doesn't matter where you're coming from. It only matters where you want to go."

– Dean Graziosi

"The difference between successful people and unsuccessful people is that successful people do the things the unsuccessful people don't want to do."

– John Paul DeJoria

"Successful people have a core set of habits that propel them. The average person confuses success with luck. But luck has nothing to do with it. Millionaire success habits do. I have recipes that will help you make tiny shifts in your habits that will in turn make you unrecognizable to yourself down the road. We only need tiny shifts in our millionaire success habits today to be completely different in the near future and for years to come."

– Dean Graziosi



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| <p>1 Figure out your "Why" and the rest will follow</p> <p>Figure out why you crave success and you will stop wasting time on things which don't help.</p> <p>Page 2</p> | <p>2 Ban the villain within from stopping you</p> <p>Inside all of us are self-doubts. You'll feel like you're not worthy. Expose and ban that villain.</p> <p>Page 2</p> | <p>3 Swap your stories for better ones</p> <p>Have a back story for your life which is the wind for your sails, not an anchor.</p> <p>Page 3</p> | <p>4 Get confident and then stay confident</p> <p>Awaken your inner superhero and let him or her take charge. That will change everything.</p> <p>Page 3</p> | <p>5 Make a personal "Don't Do" list</p> <p>Have one shining goal that you're going after and be prepared to say "No" to everything else.</p> <p>Page 4</p> |
| <p>6 Learn how to bounce back from setbacks</p> <p>You're going to have setbacks. They're inevitable. What counts is how you bounce back.</p> <p>Page 4</p> | <p>7 Learn how to market and sell effectively</p> <p>To achieve anything great, you've got to learn how to market and sell ethically and persuasively.</p> <p>Page 5</p> | <p>8 Get to understand people</p> <p>To really excel at sales, learn how to understand people and empathize with them. This is key to your success.</p> <p>Page 5</p> | <p>9 Manage people's feelings after they say "Yes"</p> <p>Make sure people have a positive experience after they buy and you will sell lots more.</p> <p>Page 6</p> | <p>10 Be happy no matter what happens</p> <p>People assume if they find success, happiness will follow. Not true. Don't neglect your happiness.</p> <p>Page 6</p> |
| <p>11 Apply the best success hacks there are</p> <p>Incorporate success hacks into your habits, daily routines and life. They work and have an impact.</p> <p>Page 7</p> | <p>12 Make it your habit to learn and do</p> <p>Learning the success habits is great but applying them is even better. Go and do.</p> <p>Page 7</p> | <p>13 Apply all the best productivity hacks as well</p> <p>The greatest success habit of all is to figure out how to be more productive so you can get more stuff done.</p> <p>Page 8</p> | | |

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