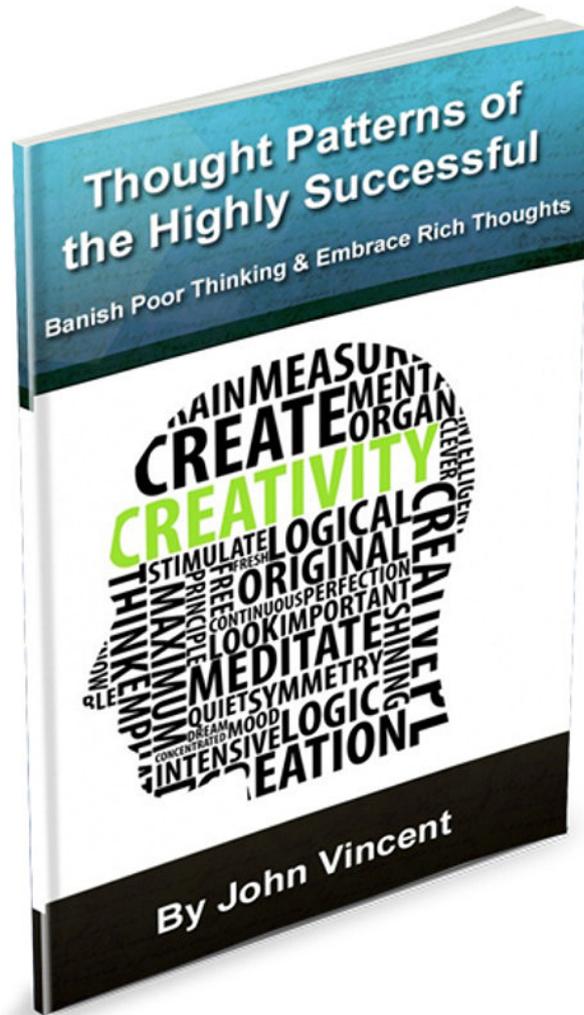


THOUGHT PATTERNS OF THE HIGHLY SUCCESSFUL

BANISH POOR THINKING AND EMBRACE RICH THOUGHTS



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MINDSET PATTERNS FOR SUCCESS

Since the '*Science of Getting Rich*' was first published over one hundred years ago, many other books on wealth and wealth accumulation have been published. From other world renowned classics such as, '*Think and Grow Rich*' by Napoleon Hill to some of the most up to date books on wealth, like Paul McKenna's '*I can make you rich*', book and mind reprogramming CD system.

During the last one hundred years many people have researched and written about wealth accumulation. There are patterns. It is a science.

The difference between wealthy people and poor people are many. On the surface rich people drive great cars, live in luxury houses, holiday wherever they want etc. It is true that rich people have the capacity to have real freedom in their lives, to do what they please, when they please. When you are rich you have the capacity to enjoy spending your time on planet Earth doing what you enjoy doing and being happy.

Wealthy people enjoy different experiences and own different possessions to poor people, they also think differently to poor people. They have a different mindset about money and it is this mindset about money that helps them to acquire it.

It is an often quoted fact that people who come into lots of money suddenly, in a will or prize winning, often lose it because they don't know how to hold on to it. This is because they have a different mindset to the people who create wealth and more importantly hold on to it.

The purpose of this book is to help you identify poor thinking patterns and replace them with rich thinking patterns. When you banish the old poor thoughts and embrace the new rich thoughts you will be in a better position to acquire the freedom you desire.

LIMITING BELIEFS ABOUT MONEY

I will assume that because you have bought this system you are beyond the point of having thoughts like:

“Fat cat”

“Capitalist A**hole”

“Rich *”***

But do you ever you ever use words or phrases like:

“Capitalist” or “the rich” and have negative thoughts?

Do you ever feel jealous of other people when you hear of there increase in wealth from a win, will, pay rise, or the creation of their own business?

Do you ever feel envious or jealous of their success and increase wealth?

Do you ever have negative thoughts about their wealth or do you think they have too much?

These are the mindsets that need to be banished. The more that you are happy for people when you hear about the large amounts of money they earn or acquire the more you will feel happy, therefore you will feel happy more of the time and feeling happy feels good! You will also be focusing on their success with money and have good feelings, rather than feeling bad about something wonderful that has happened for them.

If you are associating good feelings with money you are sending a positive message to your subconscious mind that will manifest in your behaviours.

If you have envious or jealous feelings when thinking about money you are having negative associations about money, that is bad and again needs banishing and replacing with happiness for other peoples success.

Do you focus on the lack? Do you focus on what you don't have or the debts you do have?

If you are spending your time looking for lack you will find it! If you spend your time focused with confidence and tenacity upon becoming rich you will find that.

Banish the stereotypical ideas and negative ingrained thoughts you may have about wealth. We've all heard them, ridiculous generalisations but even said off hand they impact on your mindset and are bad associations with money and wealth.

"Rich people are bad"

Rich people can do more good. "You can't help the poor by being one of them"

Rich people want to give real value (and because of that they receive money from customers). Rich thinking people want to create experiences and products that people love, wonderful holidays, amazing music, great books or films...

"Rich people are out to get what they can from people"

There are people who make money and become rich by ripping people off and supplying poor goods or services, we all know that. I don't want to be like that and nor do you! This is about the mindset of people who create their wealth by adding value to society.

Rich people can create and offer people more real value. This can be anything from another best selling book (from a millionaire best selling author) to a trip into space with Virgin Galactic. The more wonder that you can offer the world the more value you can give people and the richer you become. The more you give (in exchange for money) the more you receive.

“Rich people have disrespect for the environment”

Some people have respect for the environment and others don't. People with money *can* do something about it, poor people can't!

“Rich people cause_____, etc”

An attitude of blaming others takes control away from yourself. If it is someone else's fault, then only they can change it. If you believe that you are in control of your thoughts and actions then you can change your response to other peoples actions. Give yourself the power to change your life.

“If I become rich some of my friends won't like me anymore.”

If you are friends with someone and they don't want you to become free, financially free and happy to lead the life you want, then what sort of a friend are they? If they want you to be poor, just getting by, or maybe they believe you already have more than them and don't deserve more, its time to question why would you want to spend any time with someone who doesn't want you to reach your full potential.

Your riches will be within 10% of that of the ten people you spend your time with – Just think about that for a moment. We're not suggesting you ditch all your friends but what about those, friends of convenience, friends that moan, friends that have negative ideas, friends who drain your energy.

If you want to become rich it is time to become friendlier with some of your acquaintances and friends who are positive, find new people to be friends with and leave behind some of your friends that hold you back from becoming rich (if you want to, when you have become rich you could help some of the people you used to know and spend time with to become rich!).

“Money is the root of all evil”

This belief will stop the person who believes it from becoming wealthy. Money is paper and metal. Money is a concept, a way of exchanging value. Money may be use for evil or for good. The person who has money can use it for evil reasons or for good causes. This can be good or bad for them, for their physical self or mind, or good or bad for other people. This is a reflection on the individual not money!

RICH VERSUS POOR THINKING

Look at the following sets of statements. Think about how they sound and how they make you feel.

How many of the first set of statements do you have? Are you ready to change them to more positive thoughts about money?

“How can I get money from people?” – **“What can I give to receive money from people?”**

“Money isn’t important” – **“Money is freedom”**

“I don’t deserve money” – **“Everyone deserves the money they want”**

“I’m not clever enough to become rich” – **“Getting rich isn’t rocket science”**
(even rocket science isn’t that complicated if you are interested in learning it!)

“Money can’t buy me love” – **“Money gives me the opportunity to express my love in bigger ways”**

“Money can’t buy happiness” – **“With money you are free to do the things that you enjoy”**

“I’m too old to become rich” – **“Any adult in control of their thinking can become rich”**

“I can’t be spiritual and wealthy” – **“When you have money you can spend more time being spiritual or you can spend that time showing others how to become more spiritual”**

“The government have made it so people like us can’t become rich” – **“I am the only person who sets the limits in my life”**

“They have made so many rules that it’s impossible for people like us to become rich” – **“The person who is in control of my life, is me!”**

“Why can’t I get a break” – **“I am happy and grateful for what I have and I am working towards achieving more and the life of my dreams”**

“I could have had more but _____” – **“What has happened in the past is in the past, the future is ahead and now is the best time to become rich”**

“Good things happen to those that wait?” **Death comes to those that wait – get up and change your life. If you want something different go and get it!**

“It’s just the way I am, I can’t change” – **The only way to change your life is to change something, do something about it, YOU are in control. Don’t limit yourself.**

“I’ve already read books and watch videos about wealth and they didn’t work” – **“It is only possible to fail if you give up”. Failure happens when you stop trying. While you are still heading towards your goals you are still working towards them and succeeding to getting closer to them.**

THE ROAD TO CHANGE

“You can’t have your cake and eat it”

What is the point of having cake if you can’t eat it! This saying means you can’t eat your cake and still have it. This is true, but you can have another cake when you are ready to eat it!

Most people believe that you get a good education and go to university; you get a good job, then at 65 you retire and get to spend the end of your life doing what you want.

Educating yourself and improving your personal development is important. The only way to make a change in your life is to make a change in what you are doing.

Rich people realise the importance of education and are very aware of the importance of educating themselves about their personal development and that of their business. They want to become successful, be the best they can be and do what they enjoy.

The Science of Getting Rich teaches that to achieve true wealth you must:

- **Be grateful for what you DO have**
- **Plan how you will achieve your goals and believe in them**
- **Take action to achieve your goals, money won’t just land in your lap – you have to go and get it!**

Knowing of the thought patterns of the rich and actually thinking that way are two very different things. Some people can change their attitude and the way they act easily, while other people find it harder.

There are some great tools and techniques to help you change your attitude, banish poor thinking and fully embrace rich thoughts.

To assist you further in your development and change any negative behaviours that could be limiting you from achieving your goals there are two techniques that follow.

Put these techniques into action to banish poor thinking and replace it with rich thoughts. Use these techniques to create change.

THE SWISH PATTERN

One of the most effective personal change technologies of recent times is Neuro Linguistic Programming (N.L.P). This technique: The Swish Pattern (created by Dr Richard Bandler, co-originator of N.L.P) is one of the fastest ways to make changes to your mindset. Using this technique you can reprogram your mind so that you act and behave differently. Read through the technique then spend a few moments doing it, and you will be glad you did!

The Swish Pattern Exercise:

- Think of the situation where you have the unwanted behaviour and instead decide how you would like to be in this situation. Close your eyes and picture the new way clearly in your mind. (Make sure that when you picture it, the image is bright, bold, colourful, big and most importantly make the picture of you being resourceful in the situation)

Example: *happy for someone when they come into money, calm when the kids have made a big mess.*

- Open your eyes and clear your mind (break state):

Example: *Think of something else, a car, a melon, etc and shake off any feelings*

- Close your eyes and imagine being in the situation you want to change. (Picture it clearly from your point of view, see what you would see if you were there, hear what you would hear and feel the way you feel when you are in that situation.

Example: *A friend of yours telling you they have just won a million dollars, permanent marker drawn on the walls.*

- Then imagine the first picture of you (the way you want to be) very small and in the bottom corner of the situation you are imagining

that you want to change (friends success/kids mess). **Very quickly** make the smaller image (of how you want to be), expand so that it covers the image/picture of the way you currently are (from your point of view). Switch from seeing things as they were when you were in the situation to the way you want them to be.

- Open your eyes.
- Repeat steps four and five 10 times
- Think about how differently you will be in the situation now.
- Next repeat all the steps twice more with two other similar situations. It will take you less than five minutes to do ten repetitions for three situations. Do it now and see how well it works. Pick something that you can test, a situation you will be in today or tomorrow. You are saying to your mind '*not this... this instead*'. You are planning to behave in a new way when you are in an old situation.
- **Do it now because it won't work unless you do!**

PLANNING TO BE CALM

How often do you hear people say things like *'I will be really annoyed if...'* or *'I will be really upset if...'*

What is happening here is that this person is planning to be stressed, annoyed or wound up, if such and such happens. People do this all the time without ever thinking about the consequences.

What if you planned to be calm, relaxed and in a resourceful place? On planet earth things happen. Its how you chose to respond to them that is a measure of your character. The children will 'play up', the car will brake down, your computer will lose that valuable data, stuff happens. Plan to be able to deal with it better and you will be healthier, happier and more youthful looking.

Planning To Be Calm And Relaxed Exercise:

- Pick a situation that happens regularly that you become stressed or upset in.
- Close your eyes and in your mind **see yourself** getting wound up in that situation. Notice how you look, then laugh at it. Laugh out loud!
- Open your eyes.
- Next close your eyes again and see yourself acting in a much more relaxed, calm and focused manner in that situation. Then imagine floating inside that much more relaxed and calm version of you and feel what it is like to be in that situation in a much more relaxed way. Then imagine seeing yourself being even more relaxed in the situation.
- Open your eyes and repeat with two other similar situations

Do this now because it won't work until you do it. Invest just 2 – 3 minutes of your time in doing this and notice how differently you react next time you are in that situation and feel good about being different next time.

Repeat this as often as you like and with as many things as you like, because like most things, the more you practice them the better you get at them.