

# THE SUCCESS GUIDE

## The Success Manual for Online Entrepreneurs

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## Introduction

**Success is not an accident**, it is a willful and deliberate decision to make. It is available to everyone, nevertheless it can only be achieved by those who **DARE** to go out and claim it.

To achieve a specific dream or purpose in Life, you have to take the success route of the **DARE**

**Desire** to see it before you can touch it

**Action** to push and overcome all difficulties

**Resources** are in abundance necessary to realize your goals and objectives

**Effort** necessary to fortify yourself by sharpening your unique talent and abilities

Your success is waiting in the wind. I DARE you go and get it. I DARE you be what you can become. I DARE you adopt the principles of prosperity.

Success is calling you, will you go?



## **Success is Driven by the Lubricant of Failure**

**Success comes to those** with an unswerving determination and will persevere through all odds until the rewards starts flowing in. Ask any successful person, when failure came by and knocked them down seven times, they got up back the eighth time.

Among the most successful today and in the past are those who experienced heart breaking failures.

Lucille Ball was dismissed from drama school with a note that read "waiting her time, she's too shy to put her best foot forward."

The Beatles was turned down by the Decca recording company who said "We don't like their sound, and guitar music is on the way out."

Ulysses S. Grant was a failed soldier, farmer, and real estate agent. At 38 years old he went to work for his father as a handy man. Michael Jordan was cut from the high school basketball team; he went home, locked himself in his room, and cried.

A teacher told Thomas Edison he was too stupid to learn anything, and he should go into a field where he might succeed by virtue of his pleasant personality. Edison failed 10, 000 times before he made the electric light. Steven Spielberg dropped out of junior high school. He was persuaded to come back and was placed in a learning-disabled class. He only lasted a month and then dropped out of school forever.

Walt Disney was fired from a newspaper because he "lacked imagination and had no original ideas."

Ludwig van Beethoven's music teacher once said of him "as a composer, he is hopeless". And during his career, he lost his hearing yet he managed to produce unforgettable music.

Abraham Lincoln, received no more than 5 years of formal education throughout his lifetime. Before he became president, his fiancé died, he failed in business twice, he had a nervous breakdown, and he was defeated in 8 elections.

Frank Winfield Woolworth got a job in a dry goods store when he was 21. But his employer would not let him serve any customer because he concluded that Frank "didn't have enough common sense to serve the customers".

When Albert Einstein was young, his parents thought he was mentally retarded. His grades in school were so poor that a teacher asked him to quit, saying, "Einstein, you will never amount to anything!" Marilyn Monroe was dropped by 20th Century-Fox because her producer thought she was unattractive and cannot act.

Soichiro Honda was turned down by Toyota Motor Corporation during a job interview as an engineer. John Grisham's first novel was rejected by sixteen agents and twelve publishing houses. "Before success comes in any man's life, he's sure to meet with much temporary defeat and, perhaps some failures.

When defeat overtakes a man, the easiest and the most logical thing to do is to quit. That's exactly what the majority of men do. Every adversity, every failure, every heartache carries with it the seed on an equal or greater benefit". *Napoleon Hill*

Successful people are just ordinary people, who usually find themselves in extra-ordinary situations, and who possess extra-ordinary amounts of determination to succeed.

Procrastination is success worst enemy. Don't be caught in that trap!

You are totally responsible for your destiny. The decisions and choices you make everyday determine your future. Successful people take action right away.

Adrian Tea Brown the savvy online entrepreneur who use failures as stepping-stones to his success.

## **How To Get What You Want And Keep It**

I have learnt this secret from my mentor the late Jim Rohn who taught me how to get everything I want. Jim said if we help others get what they want, we will have everything we want. In other words, don't focus on your needs, instead look for ways to help other people meet their needs and yours will be taken care of.

So the logically question that should follow is, how can I help others get what they want? what methods are available to do that. Moreover, how effective and successful would those methods work? Are there results and testimonials that can convince me that they work?

In order to help people get what they want, you first must know what exactly they are in need of, what are they looking for? That is not hard to find out. From research and surveys as well as your own needs are ways of know what people want to better their life.

People want to live healthy, live longer, be financially independent, having more time to spend with their family and do the things they enjoy. People want to know how to solve problems, reduce stress, manage their time, develop their self-confidence and acquire skill sets for more productive living.

Once we know what people are searching for to better their life, we need to go find ways of helping them and offer to help them. There are many ways of accomplishing this goal. You can write a book offering your service or telling others how to access similar services. You can produce DVDs and CDs, but I think the most effective way in this technological and information age is to have a presence on the internet.

Strategically position yourself on the World Wide Web and let people who are searching for a what you offer find you. When they do, your first goal is to develop a working relationship as you introduce yourself and get acquainted.

You do this by getting three basic tools to set up yourself for success. Identify something people want that you are passionate about by doing your research. With that knowledge you get yourself a domain name with keywords related to that niche. With that Domain Name, you create a lead capture page with an Autoresponder that with manage automated communication with your new friends.

When these seekers find you, it is best to offer them something of value for free that is related to their area of interest, enticing them to subscribe to get more information on your product or service.

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## **How To Keep Your Brian Sharp**

If your doctor told you that mental decline is simply a matter of aging, think again, because I have sharp news for you. It may not be possible to prevent memory lapses, but you can maintain healthy and sharp brain power as you age gracefully.

More and more reports are coming out from scientific research with some exciting findings about the flexible power of the brain to heal itself. It doesn't matter how old you may be, the brain can be exercised and modify its structure to ward off age related degeneration.

Dr. Al Sears who wrote a report on the aging brain said your brain is like a muscle, so you will have to use it or lose it. He goes on to describe the tremendous flexibility of the brain and I quote "Your brain is a dynamic, adaptable system. Its neurons respond to environmental factors and mental stimulation. By stimulating your mind, you preserve your memory. What's more, you can even restore the clarity you had in your youth!"

Other research shows that the more you stimulate and exercise your brain and feed it with healthy nutritious brain food, the less likely your chance of developing Alzheimer's disease. The more you stimulate and create connections, or synapses between your brain cells by using it, the stronger your ability to resist disease.

Exercising your brain is only a job half done. Your brain is the most important part of your body, and your body needs constant regular exercise. You can combine the two by using the best form of exercise that has been developed by man according to NASA, which is the rebounding or cellular exercise. In this way you will be exercising every cell in the brain.

The ideal way to keep your brain sharp and focus is relaxation and meditation. These are crucial for maintaining memory and cognitive abilities as mental exercises. That is one of the best ways to relieve stress.

Stress is a killer of your brain cells, rapidly deteriorating your mental power as you age. The reason for that is when you are stressed, your body releases more of the cortisol hormone. Cortisol in itself is not the problem, but when in excess it becomes toxic to the brain cells.

What is the big deal about cortisol? It threatens your mental health more as you age, because unlike most other hormones that fall in their production level as you age, cortisol level in your body actually increases as you get older. To keep your mind sharp and youthful, you must consciously work to lower your cortisol level.

You can do this simply by reducing your stress level. A quick and effective way to reduce stress is to get out of the Rat Race. Fight for your freedom, time freedom and financial freedom, you owe it to yourself.

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## **How To Build Online Relationship In Business**

The axis on which success spins in network marketing is in building relationship with your clients and customers. Showing a genuine interest in your down line, in their joy of triumphs and their agony of defeats.

Life is all about relationships, and online network Marketing or any other business is right on top of the list. The key factors in building positive,

lasting and meaningful relationships are love and care for others, eagerness to help, willing to help others even more than yourself and trust that comes gradually.

Some are of the view that the internet is not necessary or even possible to build good relationships. Think again, no business, or family or social life can succeed without working on and improving relationships.

These are seven key nuggets to build online network marketing relationships that can make life fantastic for you and your customers.

### **1. Your Integrity**

Say what you mean and mean what you say. Always keep your promises, because, people normally judge you by what you actually do, more than what you say.

### **2. Offer Value**

Building true business relationships have nothing to do with the medium that is used. It's all about the value you give to the other person. We must over deliver and make the customers feel and see great benefits.

### **3. Listen to your customers**

Listening is a skill you must develop. A good marketing relationship with your customers requires you to really listen to what they are saying, not what you want to hear. Provide answers and solutions to your customers and they will be happy and loyal for a long time.

### **4. Be available**

Always be there for your customers or prospects. It's not possible to be live 24/7, but reply to a call in 24 hours time. Make that promise and keep it.

Be supportive and helpful to anyone entering your domain. You never know who your next super star will be. People usually remember kind gestures and will return favour in often unexpected ways

### **5. Be a professional**

If you are serious about big success in your online business, you will invest in your personal development. No money is better spent than in self-development. Spend time in daily developing yourself and team and reap rich reward.

### **6. Be a great coach**

Coaching does not necessarily mean that you know more than your down-lines. Great coaching is to motivate your team to action and bring out what is already inside of them.

### **7. It's more blessed to give**

Be willing to give more than to receive. Offer quality and value to your prospects and customers. If you can give away good stuff, they will be attracted to what you still have in store.

Your success in online network marketing hinges on building great relationships. Show love, concern, kindness and care for others. No one care how much you know until they know how much you care.

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## 10 Smart Steps To Success

**Success is not a destination**, it is really a journey. For you to enjoy the ride, you need to prepare yourself for it. To enjoy success, here are ten items to pack in your bag.

**1 Passion:** For you to do well at anything, if you want to find joy, meaning and purpose in your life, Be passionate about what you engage in. You will never accomplished much without passion in it and for it

**2 Work** It's all hard work. Someone says the reward for hard work is more work. Lazy people are usually a liability to society, living off the labour of the industrious few. It is not merely to work, but to work smart and get the results you desire.

**3. Practice**, and practice makes you better. Practice, practice and more practice. Repetition is the mother of all learning, rehearsal is the father of all skills. Success come by adding value to others through self development from daily discipline of doing it over and over again until you master it.

**4 Focus.** It can never be profitable to multi-task. It all has to do with focusing yourself with one thing at a time. You get a lot more done. This is the sentiment of Mark Twain "You can't depend on your eyes when your imagination is out of focus". One reason so few of us achieve what we truly want is that we never direct our focus; we never concentrate our power. Most people dabble in one thing too many, never deciding to master anything in particular.

**5 Persistence**, Let your mental power push you on when your body wants to give up. You have to push yourself beyond the limit, through ignorance, self-doubt. And to learn, you have to be willing to push yourself beyond the challenges you face and the mistakes you make.

**6 Serve.** Look for every opportunity to serve others and add value and meaning to their life. Only a life lived in the service to others is worth living. To give real service you must add something which cannot be bought or sold, and that is sincere service from your heart. There is always rewards for serving others.

**7 Ideas.** Listen, observe, be curious, ask questions, be in a problem solving mood all the time, make connections and you will be wiser, and people will look to you for answers.

**8 Commitment.** You can never achieve much if you are not committed. The test for commitment is how you deal with challenges when they come. With commitment, you will be stronger and wiser.

**9 Mistakes.** Learn from the mistakes of others. Do not pine away over your past mistakes and failures as this will only fill your mind with grief, regret and depression. Rather learn valuable lessons from them. Success seems to be connected with action. Successful people keep moving. They make mistakes, but they don't quit. Anyone who has never made a mistake has never tried anything new. All men make mistakes, but only wise men learn from the mistakes of others.

**10 Prayer.** Prayer is a power house to those who are connected to it. Never lose your connection with your God. Some people pray to pass time and some people pray to know and connect with God. Always respond to every impulse to pray. The impulse to pray may come when you are working or when you are battling with a decision. I would make an absolute law of this - always obey such an impulse

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## **How To Improve Self-Esteem**

**Self-esteem is how you feel about yourself.** It involves self-confidence, self-worth, self-respect, the respect you have for others and the peace of mind that you have. Some people with low self-esteem may have encountered some negative situations such as physical, emotional, verbal or sexual abuse.

Encouraging others and yourself with powerful positive words are therapeutic to the soul. I recommend the following phrases to use to yourself and friends regularly.

**No one can make you feel inferior** without your consent. You cannot control what people say to you or about you, but you have complete control over how you choose to react to what is said. In a similar respect, no one can make you angry, you choose to be angry. The truth is, the one who makes you angry controls your life. You can't stop a bird from landing on your head, but you can stop it from building a nest there.

**It is acceptable to make mistakes**, because that is way we learn. The only person who has never make mistakes is the person who has never tried. The one who tries and make errors is much wiser than the one who refuses to take action because of fear. Increase your faith and be an intelligent risk taker.

**It is acceptable to ask for help**; you cannot do everything on your own. Often times, people are afraid to ask because they are concerned about what others might think about them. We ask because we want to know, and if we keep quiet, we will only be hurting our self be remaining dump and ignorant. If you are shy and afraid, then you must work on overcoming those confidence robbers.

**It is acceptable not to learn everything now**, the mind can hold only so much and no more at any given period of time. Life is a journey fulfilling in stages of destination stops. The good thing with a destination is, you can stop and rest, but never to stop the progress. You can even travel the same route many times, but make sure you are always moving along the journey and learning as you go on.

**Never settle for the crumbs of life.** There is shortage in the abundance of God providential creation. There are too many people with scarcity of mind and spirit. They are stingy and mean in thought and behavior because they believe what ever they have or seeking is in short supply. Life has enough for everyone who want it and know where and how to get it.

**Failure is only a temporary setback** in achieving your goals. Failure in never final but should be used a springboard to quicker success. Success and prosperity take determination, commitment, perseverance, skills and consistency to stand on that stage and receive your reward.

You need peace of mind because after all, you are a special person created by God.

## **How To Improve Self-Confidence In 30 Day Or Less**

**Self-confidence** starts in the mind. I want to start this article with one of my favorite quotes from Marcus Garvey, "Without confidence in self, you are twice defeated in the race of life. But with confidence, you have won even before you have started". Self-confidence is to know beyond doubt

that you have the ability to do anything you set your mind to do and achieve your goals.

Although you may have little control over many of the variables contributing to low "self-confidence," you can learn to build that important area of your life faster. Make a deliberate effort to work on improving yourself every day. Do something each day to make yourself better than you were the day before. If you discipline and commit yourself to practice this everyday, every little bit adds up, and you will be amazed how soon you are up there.

You may not see any marked improvement immediately, because the little much that you add every day is hardly noticeable. It is therefore important that you create a plan of action outlining what you are going to do each day. Decide what time of day and how long it will last. You must be committed and put it on the top of your priority list as a must do each day.

In your plan of action to develop self-confidence, there should be variety of content to create interest and reduce monotony. For example, if you are reading a motivational book, it is helpful to get CDs or/and DVDs on that book. Using different learning methods will also improve retention and understanding.

There is a trap many falls in that you want to avoid; as you improve yourself with your selected materials, you may come upon something familiar, and the tendency is to ignore it with a self defeating attitude of "I know that already". Avoid that trap and whatever instruction you are given, follow it, no matter how much you think you know it already.

You have to start thinking and seeing yourself as a confidently successful person full of the right attitude with gratitude. A great way to develop this mental posture is to identify your strengths, or if they are few, create some that you want to have. Write them down and stand before the mirror and

look at a growing self-confident and successful person in the eye and recite those words aloud.

See yourself in a different way than you were before, walk with your head up, swing your arms and put some strides in your steps. Put a smile on your face and give it to everyone you meet. Look for something good in others to compliment them. Sit upright on your buttocks with you back against the chair, and if possible sit up front in any meeting.

With these deceptively simple steps, you will be amazed how in quick succession you have grown in your self-confidence.

Adrian Tea Brown the savvy online entrepreneur who use failures as stepping-stones to self-confidence and success.

## **7 Steps To Your Financial Success**

To ride on this 7 Steps To Your Financial Success, I want to ask you a very important question, "where does money come from?" If you say from people you are dead WRONG. KNOW first that it's God's money; not ours. Money comes from God through people. He wants to multiply that money but when you don't honor Him or you're stingy with it, He will not bless you with more.

God wants to bless you, it's His will that we are wealthy, healthy, happy, successful, prosperous and more. Physically and spiritually (3 John 1:2)

But the first step in anything is to **make a decision**. Most of us have talked ourselves out of our dream even before we've made a decision. Your

ego/shego is powerful, and all of those thoughts are created out of fear from your ego and designed to keep you *EXACTLY* where you are.

In creating the 7 Steps To Your Financial Success I speak to many entrepreneurs who share this same fear. Some describe it as "the fear of the unknown".

What do you want to be, what are you becoming? If your heart's desire is to become a life coach, it would be selfish and unwise of you to resist.

**Because Universal Law states that you can't have a desire without the resources to fulfill that desire already present.** This means that there are people out there waiting for your help, waiting for you to step into your brilliance. And you're keeping yourself from them. And whenever you don't believe in yourself, believe in my belief in you.

Do you have dreams and visions of where you want to go and what you want to do? Do you get frustrated because it hasn't happened yet? Your frustration is a plan from the enemy to get your focus on what you don't have instead of focusing on making yourself prosper right where you are.

Do you want to prosper and be successful in your purpose in life? then take a line out of our Pledge and "think honestly, think curatively and positively how to manage the 7 Steps To Your Financial Success and make these 7 techniques part of your habitual thinking

**1. Don't Make Assumptions.** When we assume, we often make an "ass" out of "u" and "me". Assumptions are examples of lazy thinking.

**2. See Things From Other Points Of View.** A truly open mind is willing to accept that, not only do other people have other just as valid points of view from theirs, but that these other points of view may be more valid.

**3. Avoid Yo-Yo Thinking.** Some people tend to have a tendency to swing from a highly positive mood one Minute to a highly negative one the next, all because of what they see in front of them.

**4. Get Rid Of Lazy Thinking Habits.** Habit can be a major stumbling block to clear thinking and another example of laziness.

**5. Don't Think Like An Old Person, Think Like A Child.** Research shows that the number of synapses, or connections, in the brain is greater in a child of two than in an average adult.

**6. See The Detail As Well As The Big Picture.**

**7. The last of the 7 Steps To Your Financial Success** is to Think For Yourself. Taking time out to think is still frowned on in many organizations that prize activity over creativity.

You can be successful, influential, wealthy, healthy happy, because God wants you to live the abundant life. There are ways in which you can achieve your dreams quicker and easier than you think.

Adrian Tea Brown the savvy online entrepreneur who use failures as stepping-stones to his success.

## **5 Tips For Online Success**

Success starts in the mind. If you think you can or you can't, you are always right. To a large extent, we are the master of our own destiny. The choices we make every day in everything we do are all adding up to shape the level and quality of our success or failure

To be successful is a personal and subjective matter, because it can mean different things to different people. However, whatever success means for you, there must be some basic fundamental principles that underline and determine whether or not you have hit or miss the mark. To be successful online, follow these tips.

**Prioritizing Your Time:** If you are going to be successful online at whatever you do, the qualitative and concentrated time is more important than the length of time spent. The truth is, you can spend hours and even days and achieve very little, because the time was not dedicated and focused on a single activity.

**Start Your Day Right:** The activities to start your day should be the most important matters towards your success. This is crucial, for you are at your peak performance hours when your brain cells are sharp and fresh, with the ability to maximize your productivity. This should be a time when you are undisturbed by anything or anyone if possible. No phone calls, no emails, no nothing. Just give your undivided attention to your most important hour(s) of the day.

**Ask Soul Searching Questions:** As you perform your best to accomplish your goals, you need to keep yourself on target as you examine your performance ability.

Are you really working smart? Are you giving it your best shot? Are you working as though it is your last hour of performance? Are you really going for the result with all your might? In other words, look at your peak performance moment as if it's your last hour and work with that frame of mind.

**Get To Your Differentiation Point:** You cannot be like everybody else and be successful. You cannot follow the crowd and expect to be noticed. When you look at the crowd what do you see? You see one big crowd of

people with no personal identity. For you to demand the attention of that same crowd, you have to step out from among them, or step up above them to be seen. In other words, you have to be different; you have to do something different without concern about what others might think.

All you need to guide you and drive you is your passion and purpose. If you are concerned with the opinions of the crowd and listen to their advice, you may not achieve your goals.

**Look Out For The Detractors:** The first detractor is Mr. doubt coming from deep down whispering in your ears, giving you all kinds of reasons to make you give up. If you give any accommodation to doubt, it will take root and grow, and before you know it you are in despondence and despair. Then you console yourself saying that you know it was not going to work for you.

Adrian Tea Brown the savvy online entrepreneur who use failures as stepping-stones to his success and freedom.

The concept is simple. You are either working for yourself or you are working for someone else. Which would you prefer? Which brings more stress? Which offer you more happiness and freedom? Over the last few years, thousands of people, just like you, have learned how to successfully FIRE THEIR BOSS and write their own paychecks - from home!

Success find those who go looking for it in the right places. How to be confidently successful with a [profitable business](#) if your time is severely limited. (Perfect if you work a job and have other family obligations that take up most of your days and evenings.)

This opportunity is for entrepreneurs who don't want to be bugged down with the technical stuff in utilizing the power of the Internet, but willing to

follow instructions of experts who have it all figured out at  
<http://www.mlmhowtoday.com>

<http://www.money-inthelist.com>