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Chapter 6: Pages 106-123 from THE ALPHA CODE book
The Secret Communication Skill of Those Who Rule

The Language of Kings

What Makes a Leader a Leader?

**Rock-Stars, Presidents and Leaders
of Big Sales Organizations All Share
This Character Similarity—All of Them!**

Our world is dominated by people with EMOTIONAL Intelligence.

If you have this mega personality trait you
are a leader, people follow you and you probably
command a high salary.

If you lack this magnetizing trait, people
typically resist you.

If you lack emotional intelligence you
are employed by someone who possesses this
trait of Kings, rulers, Rock-Stars and celebrities.

What you are about to read you have read no place else.

You are about to DECODE the MAGNETIC personality order
of the Rich and Famous. No one on top of the food chain got there
without this dividing personality gene.

Primal Dominion: Genetic Alpha Code # 4

*If you possess the PRIMAL DOMINION the world—and
people---will tilt for you. If you do not possess this
personality trait, nine times out of ten you are
EMPLOYED by others who possess this gene.*

The Whole Story About a Lot of People:

The success you dream about is in OTHER people's hands. OTHER people
move aside and let you in. OTHER people have all of the money that you
want and if you are the "right" kind of person, OTHER people give you
their money.

That's how it works for the filthy rich.

The bankers like them and customers adore them.

All of their employees respect them.

People just seem to step aside for social heavyweights.

Furthermore, all of the money that you want is inside of the pockets of other people.

And without a personality that ATTRACTS a whole heck-uv-a-lot of people you will forever be seeking an employer who does, who can then bring you onto her team so SHE can employ you.

Measure Yourself Here

Think of E-I.Q. (emotional intelligence) like this. Whatever income you made last year is in direct coloration to how much E-I.Q. you have. Think of this trait as a measuring device. If you are a fabulous salesman and make oodles of sales---great, apparently you know how to create instant rapport with people and basically, they are buying YOU more than whatever it is you sell. Are you struggling? Good. Now you know why people are resisting you and NOW you know what to work on.

As an Entrepreneur, you will only make income to the degree that OTHER people find you alluring, attractive and they release their belief to you.

It's about PRIMAL DOMINION:

It's about the SECRET "order" and personality GENE that all great leaders possess. And if don't yet have that gene activated now in your social character portfolio, now you can because as of right now you will know HOW this personality TRAIT is gathered, where it comes from and now you will know exactly how to APPLY this secret personality formula.

You can do all that you can do. You can even work sixteen hour days and build intense and incredible websites. You can pay Millions for advertising and you can also sponsor 10,000 people.

However, if you make people peeved and you are two clicks away from having a magnanimous personality, all bets are off. *Simply put, no matter how hard you work and no matter how much you "do the do" all will eventually CRUMBLE because ALL of the people will not ultimately share what is in their pockets with you.*

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To order this \$9 Book which gets home delivered that includes an audio CD from Joe Schroeder, go to:

The Million Dollar Transfer

People who have the ability to TRANSFER passion into other people become Presidents. People who can get other people to carry their lunch become those who are on top of the food chain.

In the end, without the personality TRIGGER that gets people to look forward to working YOUR CAUSE and working under your supervision, you will be left outside, looking in.

Are You Like Martin Luther King, Jr?

Forgive me as I REPEAT myself. If you do not actively ACTIVATE this genetic GENE you are forced to be employed by someone who does. That's because ONLY those who HAVE and who USE this Primal Code which automatically makes people FOLLOW them----can be on top.

Here is The Primal Code (and why people follow)

That's right. The "code" of Primal Dominion automatically gets people to follow you. To seek you out and they believe that people who possess this personality trait are STRONGER than them.

In other words people back down and become servants to those who possess this PRIMAL DOMINION genetic code.

Ali and Schwarzenegger have this gene.

So does Britney, Madonna and Barbra.

Tom Hanks and Cruise obviously have this gene a plenty!

Even the people who RUN the opportunity that you so fervently work possess this personality title. *Or, they wouldn't be running it!*

You simply can't be ON TOP without this personality Black Belt. You just can't. Because people don't follow people who have this GENE missing from their I.Q profile.

Is this about being nice? Nope.

Is this about having the best sense of humor? Nope.

Is emotional intelligence about how well you listen? Partly, but nope.

No, it's MUCH deeper and more subtle than that.
This SECRET personality gene is MUCH more subtle than that.
It's *the* hidden FACTOR where upon if someone like me didn't expose,
elevate and explain this secret certain something, no one would be able to
quite pinpoint this social phenomenon.

Some People Are Social Phenomenon's, Some Aren't!

** How come there is always a few people, in all opportunities, that seem to
“break the bank” and become filthy stinking rich when the majority of
people, all in the SAME program, putz around and rarely break even?

How come?

** How come CERTAIN people just seem to be able to do more, see more,
have more and they certainly seem MORE ATTRACTIVE?

How come?

** Why is it that even when some people spend \$10,000 and six months
BUILDING their own programs, they fail. People RESIST these people.
Even though they DO exactly as the top earners do.
Even when they DO all of the right things. They still struggle.
And people constantly resist these types.
On the other hand, some people turn whatever they do into gold.
How come and *WHAT* is the **LEADERSHIP TRAIT** of the people who sit
on top?

Silent Power

In Chapter II, we spoke about the “Silent Power.”
The lesson there, was to stop complaining and to stop “leaning on
people” with your personal issues, etc, etc.
That was a big chapter BECAUSE by simply removing complaining from
your vocabulary, you INSTANTLY elevate in the minds of your prospects
because most people are “oh poor me” complainers and those who DON'T
complain, appear to have a power only reserved for the healthy and strong.
It's a quick personality fix. Stop complaining and thus by doing so, you stop
projecting your FEARS onto others. That's called Silent Power.

The Social Weapon of Primal Dominion

However, what you are about to DECODE here, within this chapter on the ALPHA E- I.Q., will hopefully make you pause with deep reverence and make you pull your chin with---“oh my, this is deep, I can USE this right now!”

While the “Silent Power” personality step can be a quick fix and something easily fashioned into your life, the Primal Dominion I.Q. code is much harder to assemble; if that is, you currently do not exercise this social weapon. As you will see as we swing the doors back and reveal this genius together.

The Conquering Chief

What you are about to unravel is THE ANSWER or hidden personality TRAIT, that hidden and invisible INTANGIBLE “something” that all great Presidents, MLM Gurus, sports celebrities, rock stars and anyone else who sits on top of the food chain possess. You have found “the answer!”
The ANSWER and secret FORMULA is now yours!

Emotional Intelligence

IQ and technical skills are important, as is ambition and the ability to multi-task and communicate well, but emotional Intelligence is the Sine quo non of Leadership!

You’ve seen it as well as everyone else. The lady on top of the org. chart is seemingly no better than those just beneath her, and yet she earns double as much money, has a bigger job title, AND—she’s in charge; how come? Look at me. Why am I always on top of the organizational org. chart? Why?

Oopps! We’ve also seen this. The guy who excelled “in the field” and who was slick as whale oil, was suddenly shipped up into senior management and they booted him out *not long after*. But why?

Wasn’t he numero-uno, the best salesman? ——*How come when he went up into senior management he tanked and was pinked slipped, how come?*

How come ex-landscapers (hi Jimmy!) who bust their butts in our industry along with truck drivers (I drove a meat truck 6 days a week from 1986 to 1995) who have zip sheep skins under their belts—why do they make

mince-meat out guys with fancy degrees and who drive swanky cars—who dabble in Network Marketing. Hmm...

How can you explain a blue-collar hog earning ten times in MLM than what the sophisticate with a college education does? *What makes people follow one, but ignore the other?*

Secret: In our industry only LEADERS (real leaders) with a natural God given ability to inspire, **manage** and lead others, makes it to the top of the **MLM** food chain. Everyone else sits in the bleachers and watches.

In our business, you are paid in direct proportion to your emotional intelligence.

People who are self-aware are also aware of those around them. Only very self-aware people end up on top of organizational charts

Anecdotes such as “the right stuff” lead back to people with emotional intelligence. These people have an astounding self-awareness. Which again, lends to their power.

Technical skills, ambition, communication skills and all of that (yawn) are simply threshold “in the door” qualities that get people jobs.

But to lead a police department, run a company, coach a football team to victory and to build a battalion of people who follow you, those are left only for people *who can think with others and who can feel other people as can themselves.*

Big corporations have spent big bucks hiring social scientists and psychologists who aid them in bringing in not only new people, but locating, within the company, who has the future potential to be the leaders. They do this through competency models and through various interactive programs so they can watch, measure and get a definitive reflection of who has these leadership skills, otherwise known as emotional intelligence.

It's about being able to read people easily from afar.

It's about **Cognitive intuition** and about having the innate skill that draws people not only to you, but effortlessly makes people want to follow you *and pick up your sword and fight with you.*

People with a high emotional IQ have this skill——innately, they are born with it. It's coded into them. It's how they communicate as well as how they communicate to themselves.

The I.Q. of People With Emotional Intelligence:

- ☞☞ They have utterly no problem admitting that they screwed up.
- ☞☞ Failure to them isn't failure, it's just chaos and early resistance.
- ☞☞ They have an exceedingly high regard and empathy for others.
- ☞☞ *They can feel other people*, which makes them very appealing.
- ☞☞ They are natural “good sports” and easily share the spot-light.
- ☞☞ These types of social Tigers have values that they'd die for.
- ☞☞ They “future speak” often and are always pointing to the future.
- ☞☞ Complaining for these types is simply foreign.

These types are very emotional and are seldom know it alls.

They'll Admit To Failure with a Smile on

Screw ups to someone with a high emotional IQ are classic examples. Watch one of these guys in a pressure cooker situation and they'll be the only one, out of the group who is making jokes and putting everyone else——at ease!

Go up to an \$8 dollar an hour guy at Staples and play customer who is miffed and watch how horribly they will react and treat you.

Why? Because most low line people do not have any EMOTIONAL intelligence.

That's why people without this certain IQ variable play the lottery, have jobs they hate and *why they mock other people out.*

Because they are **anything but**——self-aware.

Not aware of themselves or other people.

They Melt You With Empathy

Bill Clinton / Eisenhower / Johnny Carson / Lincoln / Washington / Elvis
Now locate someone high in authority. Try to argue with them. Go try. Go find the top dog at a car dealership. Those guys rake in about \$200,000 annually. These guys have a high dosage of emotional intelligence; or they wouldn't be on top.

Nonetheless, use your STAPLES “miffed” routine and try to pick a fight with the car dealership Guru on top, and watch him melt you with kindness and sheer ability to feel your angst.

People with a high level of emotional IQ are always on top of the food chain.

It’s hard to build a sales organization of more than 1,000 people and/or be a rock star and not have a high level of emotional IQ. The rich and famous become rich and famous, beyond the obvious reasons, *because they are able to bring teams of helpers around them for the good of themselves*, and for everyone associated with themselves.

Bono / Dexter Yeager / Larry The Cable Guy / Madonna / Larry King

They Know Exactly Where They Are Going, and Why

A self-aware person not only knows where she is going, but she also knows why and if you gave her ten minutes, *she’d convince you to follow her!*

Why? Because these kinds of people are such good communicators that they raise above just being articulate and natural born salesmen, *but they can also speak with a conviction that is rare and unnerving.*

The Obvious Evangelist

One reason they are so filled with conviction about where they are going, is because while everyone around them is ONLY there to make money, the high IQ guy chose his career because he feels that this job actually makes him a better person; that is why these types work **not-stop** and why when they speak about (think Steven Jobs) what they do, it’s almost a charismatic experience, it’s kinda-uv-like listening to an Evangelist.

Natural Born Serial Leaders:

** They have more self confidence than anyone standing within a mile of them.

** *They poke fun at themselves, innately, to relax those around them.*

** They have a visible empathy for everyone in their life. They actually feel other people’s pain.

** They'll always make you feel important.

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People who possess this GENIUS level ability can and will:

** Adjust to your mood.

** Never be upset or thrown off balance by other people's moods.

** These types can calm down the up-starts in the group.

** These kinds of race horses naturally suspend judgment.

** People are literally drawn to these types of Alpha types.

Joe Schroeder Audio CD Included

Order the 151 Pg. "Alpha Code" book at:

Panic is a Dirty Word For People with EMOTIONAL I.Q.

People with an elevated emotional IQ take it all in stride. Panic or any outward sign of distress to these types of people, is an outward sign to the competitors of defeat. You'll never see one of these natural born leaders show even a hint of panic. Frustration, maybe, but not panic.

Science and Neurotransmitters:

*Emotional intelligence is born in the neurotransmitters in the brain, right next to the limbic system, which handles all of your feelings, impulses and drives to make the "village" a better place to live for everyone next to you. **RESEARCH** has proven, that the limbic system **LEARNS** best through team motivational training, extended repetitive and associative activities and constant (think Quick-Link System) oral and public feed-back. Go ask, no, go **show this page** to any clinical Dr. or shrink and ask them if this is true!*

Jay Leno / Elvis / John Lennon * Paul McCartney / Michael Jordan

Can Emotional I.Q. Be Assimilated and Transferred?

E---I.Q.

People have asked for centuries, "are leaders born or are leaders made?" and "if they are not born, how did they acquire sensory acuity and empathy?" Well, the answer is both. Research has proven (ask Google) that nurturing, role playing and teams that think together, such as master-minds as well as "think tanks," lead by visionary leadership models who possess E-IQ, aid and assist new comers and yes, this can be transferred.

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Another thing, is that E-IQ gets more intense with age, Webster calls that maturity I believe!

Research has also proven that with a lifestyle coach or anyone (who has E-IQ) with the patience to transfer “mental files” to you, you can change your life in a matter of months. *Not years.*

Why? Because you then have someone reflecting back to you what you are thinking and doing, and then re-shaping with you, into a higher model of emotional IQ.

Never forget that in Hills classic, “Think and Grow Rich” he made much fanfare about:

- ** Sex transmutation (heightened energy)
- ** Team Master-Minds
- ** Intuitive Cognition = higher level of success.

First To Be Wrong

People EIQ are always the first to be wrong. They have to be. They’re leaders and what leader lets their underlings take the credit for their mistakes?

Their Children Are Over Achievers Too

I have always said, “show me the children and I’ll show you the parents.” It’s simple. Serial leaders with emotional intelligence compulsively *build increase* and success into everyone around them. That’s why the people with EIQ have honor roll children who are also class presidents, as I do.

Angry and selfish followers create children who are just like them and vice versa.

Transferring Emotional IQ Levels

The technique is to actually stimulate the limbic nerve center by challenging useless EMOTIONS that you have tirelessly used to hold you to useless end results. By using a team of people, who can hold you accountable can actually quicken your ability to strengthen and exercise your emotional IQ.

I Used This Intelligence to Amass an Army

I am not an academic, a Professor or someone riffing some mumbo-jumbo rhetoric at you. These things I have **actually used** and used to the point of extreme dominion. All of this information is old, it can be read *in any library* and if used, can change your life and make you a superior leader and lots of money.

My organizations have swelled beyond 10,000 members. My audio CD programs have surpassed the 100,000 mark and my name is synonymous with training, leadership and covers of business magazines.

What is Empathy?

Sympathy is seeing someone on a boat who is sea sick and going over and asking, “are you okay?” Empathy is hanging your neck over the railing and throwing up with them!

The Big “3”

Think of three (3) people that you might know who you believe have a high emotional IQ. Now study and watch them. Use them as a model to heighten your own level of emotional IQ. Take notes and hear their E-IQ when they speak to you. It’s a clue.

You Already Have High Emotional Intelligence, I Can Prove it..

Studies prove and document, that people with a higher than average emotional intelligence, by nature, have an astounding ability to “Network” and to move people towards them.

Examining Your Own E-IQ

You were always probably classified as “different.”

Well, Now you know why.

Lets face it, people with a low emotional intelligence don’t buy courses like this in order to study themselves. Actually, the people in ho-hum mass mind, they think they’ve already learned all that there is to know; such people, into perpetuity, will forever be wrong about that and have to work under other people. Good job! *You are different and you know it!* I am simply putting a “face” on something before now, maybe you couldn’t quite pinpoint. Good for you Amigo of high intelligence!

You are motivated by something outside of yourself.

Not a paycheck.

People like us are moved beyond our current circumstances and actually move head, into the unknown, out of sheer faith. Labeled, this is called, “motivated by something OUTSIDE of yourself.”

Great leaders, in fact, all great people, like you, moved ahead INSPITE (can’t pay your light bill) of where they were at any given minute. You are actually moving towards something you can’t actually feel/sense.

So did Leonardo Da Vinci. So did Lincoln. So did the Wright Brothers. Way to go!

People like you work where they are celebrated, not where they are merely tolerated.

There’s a reason you never saw TRUMP peddling Mars bars or cleaning the floors at some restaurant. That’s because like you, Elvis, naturally and with intuition, moved towards a life assignment that celebrates his natural skills——not away.

The mere fact that you are exercising your self-expression in Network marketing gives evidence to this. Good job!

Even if you are stuck within a F/T job that you loathe, the fact that you are consciously moving into the direction of being more celebrated, by working closer to life's assignment, makes you one of high IQ.

People with a HIGH emotional IQ have an elevated social skill

The skill of someone with a high E-IQ, socially, isn't about being popular; that's important but not what this lesson is about. It's not about being a social butterfly. It's an ability *to inspire to such an extent* that you can get strangers excited about what you see in your head.

You also manage relationships well. This is another personality trait of people with a high level of emotional IQ. These are intense leadership traits that set you apart from most people.

Leaders all have a HIGH level of Emotional Intelligence and this Genius level personality TRAIT can be weighed, measured, exercised and grown.

BONUS CHAPTER

To Review All Joe Schroeder audio CD training:

Mega-Mind

"You can't make big money if you are afraid to ask people you know for sum!"

The trick, and it's a trick alright, is to shift from the **embarrassment** of money to stamping your name all over it. From, "I hate charging people money" and from "here, take it for half price, you're a pal, so go ahead, take it for 50% off," shifting from that to, *"My rolls is pink and I am lovin it! Gimme \$200 for a spin around my drive-way and lets get you rollin!"*

What a wimp I was! 1995. I was so embarrassed to charge for my information that I gave it away for a dollar. We all have to start somewhere and we all start naked as a Jay bird. The fun part though, is that once you bang out of the "ho-hum" Main Street **survival nonsense** and

into the dollar dance of the fittest, you can make all sorts of income, make people feel really snappy about themselves and get wealthy all the while!

This money stuff is alright you know. It's hip to have cash. However, it will always hop up in front of you if you hum the wrong tune or chase it. It's about flow, not fuss.

Until You Are Cozy Comfortable Making Your Friends—all ten of them—Give You \$87 For This Course, Your Emotional Disorder Will Steal \$50,000 From You. Yup.

The trick is to go beyond the ego's awkwardness about charging money. Like somehow, by getting people into a business or by showing them a \$200 to \$500 training course, that you are somehow taking something away from them, robbing them of something.

I tend to think this throws back to our approval complexes and it also has to do with each of our own self-confidence.

So from now on, concentrate on how much good you are doing, lose the shame. Because if you think about it, how much you charge or don't charge people, defines you in the market place of life. Right? Like, how much buzz do you get for selling on the cheap?

Meanwhile, people line up and pay through their noses to read about the rich who spend \$50 Million making a new movie and we spend hours and hours watching TV about how others are getting rip roaring crazy rich by charging people an arm and a leg!

We cheer and say, "charge 'em more!" Have you ever watched QVC on the telly or spent \$100's on some tapes you never listened to?

But get this, because if the carnival barker was selling those tapes for \$5 bucks, you wouldn't have bought! Cheap don't sell.

People like expensive. **It endorses them.**

Literally. Never forget that.

Plus, if you sell cheap and give it all away to the people that you know, you'll end up robbing yourself blind and end up every month with just enough to pay the light man. That's no good.

So go for it. Charge people a bundle and see how good you feel about yourself; notice how people respect you more too!

I was getting my hair cut by Neil, he is a super gent. All tolled it costs me \$20 bucks. Neil the barber only charges \$12, but he always ribs me and we have fun, so I spark him a clean twenty every time. Once, he was balling me out for using this hair gunk that I use (Vitalis) and Brother Neil pushed some grease on me that he suggested was better for me.

"Sold. Gimme some," I spewed and Neil the Barber charged me seven-fifty.

He didn't say, "take it on the house."

He didn't say, "Joe, you always **over** pay me, here, take the gunk for free."

Nope, he billed me. Full price.

Charged me \$7.50 after I just sank deep and ripped out another \$20 for the crew he just cut.

Not only that, but to give-it-away is to have some screwed up brain freeze that we live in some sortuv-wacked up poverty clad nation. Like nobody has any money for you.

Which in turn, is pressing an invalid imprint on the groves of your subconscious mind. That everyone is busted and pot-poor. Utter rubbish. Again, the mind is a strong and powerful thing. It can play all sorts of jokes on you. Like, by

charging people top dollar for something really worth while, that this will somehow break the buyers back and heave them into some sort of eternal poverty!

Trust me, **everyone is safe**. Another key, is to allow buyers to have their own mind. Telling yourself, "they probably can't afford it" and stuff like, "oh, they could never succeed in this business" is total butter squash. Pure loon talk. Your own.

It's also quite un-fair (and egotistical as crap) to make up the minds of other people. So let loose, have a party and get them to pay for it! If they don't spiff you for the party, so what. It was their decision. Live, let live and sing all the way to the bank!

"Tra-lee-lah, tweetle-dee, off to the bank I go!"

Fear. What an ugly word. *It can ruin you*. Another fine point about charging good money for what you do is thinking that if you charge large, that the market will dry up and leave you holding the goods. That the market will vanish. Good news. Bill Gates is still in business and the market won't disappear!

For me, the more I charged people the wealthier I got and the bigger my market grew.

Try this, for the next month, don't do **anything** for free. As I have always said, that which we give away we always get to keep. Because Servanthood and giving information tapes out for free and all of that jazz, is good karma. I always taught that.

Me, I always get back what I give away. Because everything I do turns voyeurs *into* buyers. But I started by charging. Try this. To get yourself into the fast lane, if someone asks you for a lift somewhere, say, "for \$20 I'll do it." This is hard. Because you aren't used to charging people

money for what you do.

In fact, the real challenge for you will be NOT TO REACT after you tell 'em it will cost them twenty dollars.

Billy Graham

The point though, is that we aren't worrying about the other guy. We are exercising you right now and exercising your will power into the market place. Hey, ever see Billy Graham ask for money? Try buckets. He passes buckets around at the stadiums he preaches at! Well, now it's your turn to get paid!

Also, never make excuses for yourself either. Because to excuse yourself is to apologize. Listen up Amigo, wandering the planet and selling the good news of capitalism is neither a joke or anything to apologize for. You were born to be on top. That's bank!

That's **why you are here**. Because you know it's your turn to get paid. That's **why you are here** and it feels simply fantabulous doesn't it! You can and you will. You will not be denied!

Final thoughts: "Loving life and getting paid to be yourself."

You can't save the whales if you can't afford to fish. Because without the money to *locate other people to help*, all is for not. It takes money to find the other people that you want to help through your home business. Don't kid yourself, Mother Teresa has a Multi-Million dollar business under her robe. It takes money.

If you would stop making decisions for other people and playing judge and jury, 50% or more of everyone you know would now be inside of the Master-Mind think tank and groovin on all the cool ideas. So gett'er 'done. Will-to-power. This is a good thing. Get ten people inside of your "loop" today! Connect them right now!

Your net worth is in direct proportion to your Network.

I love to collect scads of new people to serve and I can't serve them if I am frying burgers at McDonalds can I. It takes green to play hard in the market place. That's right. Build your Network with us and smile as you chargin 'em. This will add more revenue into America. *More belief.* This is good. It's honorable and you can share this with others right now.

Share "The Alpha Code" with ten people now. Because everyone you know can BENEFIT from this book. And you want to help them. Returning honor back to America is giving back. It's building ten people under you who wind up paying \$25,000 next year in taxes. Big taxes are good.

*Because it's a reflection of how well **you flex** in the market place. so muscle up and loads of folks get to play on your court and in the new economy of the rich who once worked on ho-hum Main Street. We add revenue to this country and we create jobs and prosperity. Never lose track of that.*

Free is a good thing. It gets people into your sales funnel and into whatever consciousness you are selling that day. Then, once they show up and start to smile, sell them and charge' em large. That has worked great for Jay Leno and Oprah Winfrey. Look how many people they entertain, help and share with. Free is a good thing, but not if you can't afford to play the game.

Amen, Thank You Lord

Money is a game. It's a game you play with yourself. It's a thinking person's self prayer. Never give your **authority of wealth** away, and we do, when we hesitate and forget to get paid. Step one is to vote yourself in, "self, I am rich and I love myself, move aside old me, the new me just took over!" That's step one. Polish up your act a little, focus your intent, spread your energy and sprinkle what you sell into the market and there you go.

Because by being on the inside, I mean really, really voting yourself in and playing rich, eventually, **the system** will lean over, draw back the ropes, pull them back for you and let you in! Too many guys quit early and never collect on their time. But not you! You are still here, good show. I say **you're voted in!**

Use this space to describe the five reasons you are not a Millionaire yet:

- 1)
- 2)
- 3)
- 4)
- 5)

PS: Only a fool would make an excuse as to why they are not a Millionaire already. You can't make money and excuses at the same time and you're no fool. So get busy. Spread yourself around. Stand up and share. What goes around goes around. I am living proof of that. My life gives evidence to everything this book has described for you. It's all true. Say it again and make it yours.