

How To Think Like A Millionaire

The 7 Critical Ways

*Rich People Think Differently
Than the Poor and Middle Class*

By Mike Litman

How To Think Like A Millionaire

The 7 Critical Ways Rich People Think Differently Than the Poor and Middle Class

By Mike Litman

#1 Critical Way To Think Like A Millionaire: You Don't Have To Get It Right, You Just Have To Get It Going

This might seem controversial and may even challenge your beliefs. Being a perfectionist can be one of the most destructive habits when it comes to success.

Fear of not being able to do it 'right' stops people from ever starting. However, nothing worth doing was ever done perfectly the first time! It's the decision to act which counts, to get going, to move in the direction you want to go.

Remember: imperfections can be fixed down the road.

What's the point in having goals if they are never achieved because you are so busy trying to "make it perfect?"

Here's a quick 5-Step Formula for Success:

- 1 – Start immediately
- 2 – Improve it until it's good
- 3 – Get feedback
- 4 – Polish it until it's very good.

For 7 years, I had very little personal growth. I had read over 3,100 books about success and I made ZERO dollars.

People have no personal growth because they NEVER REALLY START.

They just talk about starting.

Get off your ---!

Throw away your excuses and get it going!

Remember: absolutely nothing happens until you start.

**#2 Critical Way To Think Like A Millionaire:
Learn to Think SMALLER**

What I'm about to share with you has been one of my biggest secrets to my success. This one thing has made me more money than I'd ever imagined at 30 years old and has helped me live my dreams. This secret has been so powerful to me that before I captured it, I was a 'success casualty'. A big one.

Ever since I was 19 years old I dreamed of doing what I'm doing right now. But for my first 7 years, I was TOTALLY lost. Maybe 'lost' is even an understatement. I had 6 jobs my first 6 years after I left college (University of Rhode Island)

About 4 years ago I was making \$10 an hour at a job I hated and even my own parents weren't sure I'd ever make something of myself. Heck, I'm not sure I was convinced if I'd ever 'get there'. But I never gave up on my dream. Never.

You see, I used to think big.

I used to try to create million dollar, even billion dollars ideas. And what were my results of this 'thinking big'? I was broke. How broke? A paycheck or two away from not being able to pay my rent. (that feeling is horrible)

Gurus say 'think big'. Here's what I say. I say that doesn't work for most people. I know it didn't work for me.

Yes, I had a dream, but the ideas I used to come up with to get that dream were HUGE. Enormous. So big I didn't even know where to start.

There's magic in thinking small. Yes, I'm saying to THINK SMALLER.

If you're making \$2,000 a month, make \$3,000-\$4,000 your goal, not \$20,000.

Here's how I revolutionized my income.

Follow me closely.

When I was making \$3k a month, my goal was \$5k.

When I was making \$10k a month, my goal was \$12k.

When I was making \$20k, my goal was \$25k a month.

When I was making \$50k a month, my goal was \$65k.

And on and on and on.

The ONLY WAY TO SUCCEED is by staying DISCIPLINED in taking the small steps. (read this again)

That's it.

START thinking smaller.

Start focusing on JUST THE NEXT STEP.

START THINKING SMALLER.

Ask yourself...

What is the next step I can take?

What would be a realistic goal for me to shoot for next month?

How much money has 'thinking big' made you?

There's MAGIC in thinking small. Nobody gets married on the 1st date. Nobody goes to college after the 1st grade.

Success is about steps.

I challenge you to 'think smaller' for 30 days and watch the PROGRESS you make.

I know how GREAT you are.

It's time for the world to see it.

That's it. Focus on that. TAKE ACTION on that.

Step up.

Seriously.

Make your move.

**#3 Critical Way To Think Like A Millionaire:
Understand that People Form Habits
and Habits Form Futures**

Are you sick and tired of not getting what you want?

How much has procrastination cost you emotionally and financially?

Is there anything worse than being held back from achieving your deepest desires?

It's easier to be disorganized, irresponsible, undirected and at the mercy of poor habits. Henry David Thoreau once said, "The mass of men lead lives of quiet desperation." If you want to remain unrewarded, unfulfilled and ultimately unhappy, then continue to accept your habits which are not useful to fulfilling your aspirations, dreams and desires.

Mediocrity is the bane of most people's lives because the habits they've fallen into do not serve them. If your current habits are leading to procrastination, then you're allowing yourself to be robbed.

Let me say that again.

If your current habits are leading to procrastination, then you're allowing yourself to be robbed.

It's time to take responsibility for this and say, "Enough is enough."

Millionaires understand that "people form habits...and habits form futures."

Remember, we just discussed in the 2nd “Critical Way To Think Like A Millionaire” how important it is to “Think Small.”

So let’s say you have this bad habit of constantly being late to work. Maybe you’ve been late for YEARS. Do you really think suddenly tomorrow you’re going to magically start getting to work on time every day? Sure it’s possible. Anything is possible. But is it likely? Probably not.

Commit to getting to work just 5 or 10 minutes sooner each day. Do this for a few weeks and see what happens.

Think SMALLER.

Learn to CONSISTENTLY take action.

Then see what happens. This leads us to Critical Way To Think Like A Millionaire #4:

**#4 Critical Way To Think Like A Millionaire:
Get in the Habit of Performing Consistently
You’re either consistent or you’re nonexistent**

Everyone has at least one moment in their lives where they were ‘great’. Real power lies in the repetition of these moments. People who are very successful do things which move them towards their goals on a daily basis. They keep doing the things which bring them the results they desire.

We already have great consistency in our lives. Most of us breathe, move, sleep, eat and drink like clockwork. You know how to be consistent. The successful see no difference in taking regular actions to feed their dreams as they do to feed their stomachs.

#5 Critical Way To Think Like A Millionaire: Focus on the Reward

As many of you know, I used to be the 'King of Procrastination and being scattered'. That was me for about 7-8 years.

Those were tough times.

You see, because of those years where I was 'all over the place', I'm so committed right now to being focused and helping others become more focused.

To me, 'Whoever has the strongest focus wins.'

Focus is everything.

Focus, focus, focus.

My whole financial life changed when I started to FOCUS.

Ask yourself it this way:

"I only have a limited number of resources. What is the best focus I can have?"

You need to FIND YOUR FOCUS and TAKE ACTION.

Now, maybe you're saying, "Hey Mike, that's great. But I'm already focused and I'm already taking action. And I'm not succeeding."

Listen up folks. What I'm about to tell you is very important. What do you think is going to happen if you focus on the wrong thing

constantly and take action on it? You're going to get results that you don't want.

You need to learn what's most important to focus on and what not to.

How do you know what the right thing to focus on is?

Simple: If what you're focusing on is taking you further away from your goals, then you know you need to fix your focus.

If what you're focusing on and taking action on is bringing you CLOSER to your goals, then you know success is going to be yours.

This is not rocket science. But it does take practice. If I can do it, then you can too.

I know you can do it.

Are you ready to unleash your greatness?

Then let's go!

**#6 Critical Way To Think Like A Millionaire:
Guard Your Time Like a Hawk**

You can usually tell how successful someone is by how much they respect their time.

Your time on earth is finite. It's ticking down for you this very minute. Imagine you're in a rocking chair at the age of 90. When you look back on your life, do you want to see you fritted it away

or would you prefer to be able to smile and know you did what you truly desired?

It's what you do with the time you've got that matters. Remember: you're time is precious. Forget all the 'time management' waffle which is banded about and, instead, focus on managing your actions.

Don't allow others to take your time and break your concentration when *they* feel like it.

This means cutting out distractions when you are working and prioritizing your actions.

Do you think you can usually pick up the phone and get straight through to someone who is very successful?

I don't think so.

You need to make an appointment first, which gets allocated to you by them.

They are in control of what they do with their time.

**#7 Critical Way To Think Like A Millionaire:
Do One Thing Each Day You Don't Want to Do**

Success is challenging, it's easier to watch TV and lounge around. In interviewing a ton of millionaires over the years, one thing I've learned about how millionaires think is this: Successful people make a habit of doing some things they don't like doing.

We are sometimes motivated away from pain first and towards pleasure second. This is a HUGE mistake to make when it comes to achieving your desires.

Often people get bogged down in how to do something rather than what they will get from achieving the outcome they have set themselves. They think about the pain involved in the process instead of visualizing the pleasure of the reward on completion.

If you focus on the reward rather than the process, you will find procrastination is easily defeated. I've come up with an easy 3-Step Formula for achieving this.

Simply ask to yourself:

1. What is the one thing I don't want to do and yet if I did it, it would move my life and/or business forward?

(Answer)

2. How will I benefit from doing it?

(Answer)

3. Do it now. Do it now. Do it now.

(Act)

By going for the carrot, you **focus your concentration towards success** rather than allowing various reasons for failure to confuse your mind.

Go for the carrot.

Get focused. And take massive action.

Unleash Your Greatness now my friend.

I know you can!