

1 **GOLDEN NUGGETS: by Dr H**

**Secrets of experiencing REAL Success in anything.
Starting out with the proper mindset is everything.**

What stops most people in life, in their relationships, in their business and from creating success are discussed below?

After being in this world for 62 + years, talking and dealing with thousands of folks, you learn a thing or two - Dr H.

Many people enter life, relationships, business and find themselves out of the business and out of heartfelt relationships within a few short months or a at least within a year or two.

Why does this happen?

There can be many reasons for giving up, but we have found that there are three major reasons that people initially never reach Success in their career, their relationships or their business etc.

QUESTION: Giving up: Are you there now?

Are you ready to throw in the towel because you have gotten discouraged and frustrated?
You now believe that what you set out to have or achieve is simply not working for you?

KEY NUMBER ONE: Don't you dare quit!

Put that in stone. You need to listen carefully to these next three things and see if they might be what is stopping you.

**What are the things that stop most from:
Experiencing Success in anything in their life?**

1) **Wrong expectations** of others and most of all of YOU.

There are many expectations you can have for your business, your relationships etc. but there are also the **WRONG expectations that you have of your and expectations that others have of YOU** as well.

Wrong expectations that we have for others, which includes what we expected from them, often leads to us getting our feelings hurt.

Wrong expectations that others have for us, which includes what they expected from us, often leads to them getting their feelings hurt.

Let's talk about building success in your business.

Example: When it comes to building a real business, what we believe is everything:
Most normally start out with:

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(Wrong expectations)

We tend to believe...

That everyone is going to be interested.

That the timing for them is perfect to get started.

That all my friends and family will join up and buy because they love me and adore me.

It is going to be easy to succeed.

You don't have to be consistent in activity.

You don't need to learn the basics of this business.

The first month will explode. (It rarely does.)

You can recruit a few folks and they will make you rich.

You will never get frustrated or discouraged.

You will never feel like giving up.

Your friends will not be interested.

You need to start in the cold market.

You have to become an expert. (That will kill you everytime)

The biggest problem I have seen is not having the right expectations for YOU from YOU.

We expect everyone else to do the work but what about **the "YOU"**?

Start out with YOU Creating YOUR expectations of YOU:

Of faith, belief, passion and daily actions for YOU then teach them to others.

Deal in what truly is possible & duplicatable:

What's possible with YOU for the first 5 days of YOUR ACTIONS.

What's possible with you your first 5 weeks of YOUR ACTIONS.

What's possible with you your first 5 months of YOUR ACTIONS.

Write out what you can expect from YOU on 3x5 cards and place them where you can see them every day.

Speak your affirmations out aloud 5 times a day, 5 days a week for 5 weeks and see what happens.

2) A Slow Start.

I have seen this happen so many times. People join something and they wait and wait and wait to even get started with their efforts.

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You **MUST** get off to a fast start in anything to be a truly Successful.

Why?

Because this will be the start of creating a daily habit of quick actions, consistent actions and focus.

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Without URGENCY - it is a human fact we procrastinate then we think “well it didn’t work” when in fact we never did the work that would bring about success.

CREATE URGENCY:

A slow start really is a no start. A slower start is going to prove harder to get through the No's and the usual learning curve of building a business.

Simple steps to get started:

Join the company with the mindset that you are in a real business reaching and sharing with people. You are simply sharing info and trying to offer people solutions to solve their problems.

Do not hard sell. Do not over promise.

You are simply a friend who cares about helping them.

Be a user of the products. Do not be a hypocrite. If you're not in love with the products, then do not promote the products. Be a believer.

Join Facebook

Invite 10 people a day to look at a Facebook page full of people’s excitement and results from taking the products – we call these real testimonies. No hype.

Be honest.

Use the free app to send a 3-day video.

Use the free app to send a second video on the company.

Drip, drip, drip with info that will help solve their problems.

Start making phone calls, texts NOW.

Make your list of names NOW.

Get in touch with your family and friends NOW.

Make more appointments NOW.

NOW creates the speed you need!

Follow up, NOW - NOW - NOW.

When you work this business fast, you find that you produce more energy, more motivation, more magnetism, and more excitement.

This alone attracts people towards you and you literally display a presence of Success which people will find attractive and reassuring.

Don't worry if you have been working slow.

Just decide to be consistent every day and "Ramp it up!"

Schedule and quicken the pace of your actions.

Create urgency by scheduling everything.

Prioritize what is important to bring the success you want.

Learn to let go of the things that you are juggling that is keeping you from handling and doing the things that will bring you success in whatever your trying to achieve.

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3) Stop trying to reinvent the wheel.

Your company and leaders have a proven path to Success.

Decide to walk that path, step by step that is proving it works.

You need to use the tools your company provides, use the trainings they provide, use the online tools they provide, and any other business building resource they offer.

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Simple: Duplication.

If you are new to building success in your life, you need to understand that there is a certain experience in the industry that has proven to create Success. In building your business from scratch...

Do not try and start doing your own trainings on your own way to Success.

I learned to check my ego at the door and ask for help from those who were willing to take me under their wing and teach me what to do. I became accountable for my actions.

You don't have a story to tell if you never had a story.

So, use the stories of those who are having success.

KEY: Once you have experienced Success and you want to get creative, then do it.

The powers that be tell you to wait until you have created some Success in your business, success in your life, success in your relationships. When have learned some things that you know really have worked for you then, and only then, teach them to others.

If you don't have a story, then use the ones provided by the leadership and the company.

Make sure that you are using the company trainings and tools.

This will only help you and your team to grow faster.

When you and your team are all using the same tools and actions, success follows. |

Please listen: When you and your team start to use tools and actions that have **not** been proven to bring success it will almost always slow everyone's growth. It has often led people stop trusting and believing in you, the team and the company. Most often they begin one by one or by the handfuls to start quitting the business. They simply lose heart.

Do not try to control your people.

Don't even take that path. Assist them but don't try to be their boss. Success really is simple and can be easy once it becomes duplicatable on an easy level of application and duplication.

1. Make sure that you create the right expectations for yourself and understand that there is a learning curve for most people including YOU.
2. Make sure you get off to a fast start. Start doing the business NOW, the right way not just any old way.
3. And use the tools that that have been proven to work, not ones that have yet to be tested. There is a time for creativity in this business.

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4. Stay with what works and what is **easy** to duplicate same day by all.
5. Remember: The REAL Secrets of experiencing REAL Success in anything is simple and easy duplication:

Important to consider:

1. Not everyone is good at presenting so show them how to show a video of someone who is good at presenting the product or program.
2. Not everyone is good at talking so share an audio of someone who is.
3. Not everyone is good at 3-way calling or zoom.
So help them by showing them how to simply get someone on the line with those who are great at 3 way calling and doing Zoom calls.
4. Teach them a simple duplicatable system that makes sense to them and that will help them to have accountability and results that they can see and measure:

Getting Organized:

1. **The Boss** – your real scheduler. I suggest the 8.5 X 11
2. **Place 10 - 3 x 5 cards** in your pocket every day to keep up with who you talked to. Be sure to find out what THEY are looking for... not what you think they are wanting.
3. **Teach yourself and your team how to schedule times to work their business.**
The boss (Calendar) shows them how to schedule their days of creating success by making appointments with real people.
4. **I love the "GRAND OPENING EVENT":**
Help them with their 1st in home event or Zoom call event. People need to know that you are in business: Schedule your "GRAND OPENING". (Whether in person or on a zoom call)
5. **Show them the how to do the 5 Day SLAM.**
6. **Touch base every day with your team** with a simple text or email and keep it short but be willing to listen to these REAL people in your life.

Why? This will help to keep you and them to both connect as business partners and to each other as real people on an emotional level. This will help them feel like you really care about them and their success. People want to feel like and to know that they are part of something big, or a movement that is bigger than them.

Once every month: do a get together fun party: even if it is by zoom. A special event for your team to share what is happening in their lives. Make everyone feel important and appreciated. This is not a recruiting or training event it is a FUN event. Keep it short (suggest 30 minutes). If a zoom call: Use the chat within zoom for people to raise their hand to jump in. Make sure everyone tries to keep it short since you only have 30 minutes. If you have a big team then schedule several events: Ect.

Example: Your Dallas Team, Your Lubbock Team, Etc.....

People want to have fun and not just work a job.

They were not looking for a BOSS they were looking for a friend and a family person who believes in them and who can help guide them if they want.

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I have always said, if you are not going to be a friend to them, then do not recruit them.
If your not going to support them do not recruit them.
If your not willing to assist them to help them create success, then do them justice and let someone who is willing to love them and help them recruit them.

Not worthing losing a person in your life over MLM or money.

Remember: A fun party for everyone puts the energy of experiencing REAL Success in anything.

Progressive parties keep the fire burning and the entrepreneur spirit in the room and in the hearts of REAL people who joined you.

Success is always a YOU and A Team effort.

Respect and always appreciate everyone, always, at all times.

Always return texts, emails and even phone calls to let them know you value them.

Give credit where credit is due.

Do not hog the limelight.

Share the stage with everyone.

REMIND YOURSELF DAILY:

LOVE WHAT YOU DO and LOVE WHY YOU DO IT, EVERY DAY.

Do it every day of your life as if it was a mission from God for YOU.

Let's start with YOU, YOUR ACTIONS, YOUR DESIRES, YOUR EXPECTATION FROM YOU.

Lead by example, by heart, by integrity and with 100% honesty.

Don't build with your feelings on your shoulders...

Have no expectations of others.

If someone does not join or does not work the business, then wait for the timing to be right for them

Remember they were joining you. Working the business with you was there decision, not yours.

Make sure you attend all the events that you can.

Share because you care.

Until next time – I pray these golden nuggets helps:

We never build a team of 100,000 plus people because it was our people in our team that did that. Never let your ego become bigger than your heart and the truth.

Caring and humble people, building people. builds a team over time and that is the secret.

Thank you to all the people who contributed to any success that is seen.

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God bless
Dr H