THE MILLIONAIRE MIND HACK

Top 17 Secrets From 100 Millionaires To Achieve Light-Speed Success

Darren Regan
The Millionaire Mind Hack
Top 17 Secrets from 100 Millionaires to Achieve Light-Speed Financial Success

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Introduction

Most people if not all, would like to find a way to increase the amount of money they make for several reasons.

These include; paying off their mortgages, setting up an education fund for their kids, having money for emergencies, set aside a nest egg for retirement and even have some discretionary income to treat themselves to a holiday, nice piece of jewelry or top of the range car once in a while.

No one wants to live from pay check to pay check or have to white knuckle it every time an emergency occurs or a large payment needs to be made.

Unfortunately many people are so used to the cycle of watching their salaries come in and immediately flow out to pay bills and other expenses that they do not explore ways to improve their financial situation.

Furthermore, the fear of losing even their one source of income, whether it is a job, business or other income generating asset keeps them from taking risks and investing in ventures that would see them gain great returns on any monies they put in.

However, in an age of increasing layoffs, jobs that are exported overseas and rising costs of living, it is up to every person who wants to ensure a comfortable life for themselves and their families
to find ways to create multiple sources of income so that they are well able to meet financial obligations and live an enjoyable, stress free life.

Now, in order to achieve financial success quickly, you must decide that this is the year you finally stop depending on a single source of income, become curious on how to achieve true wealth and find ways to start earning to eventually reach that dream six-figure or even seven-figure income.

The following are the top 17 secrets gained from 100 Millionaires after many years of studying how they have achieved enormous amount of financial success.
1. Shift Your Paradigm to Get to The Next Level

Paradigm refers to your perception and beliefs about the way things are and should be.

For example, you may have gone all your life thinking a certain type of fruit was the most delicious only to move to another country and discover that they had even more delicious and tastier options there. Paradigms can be personal, corporate or cultural.

A paradigm shift simply refers to changing the way you think in order to achieve more positive results.

With regards to your finances, you may have to shift your paradigm to reflect a more optimistic and empowered attitude.

For instance, if you were brought up with the belief that money is scarce and that only certain people deserve to be rich, you may need to change your paradigm so that you can see that you deserve to make as much money as you desire.

Realize that the income you have today and any that you want to make in the future is a function of your mind-set.

It takes a completely different mind-set to make $50,000, $500,000, $5,000,000 or even $50,000,000.

So the single most important thing to do when you want to get to the “next level” is to change your perception, attitude and mind-set towards money and you will start seeing the results you want.

As unbelievable as it may sound, this is how the financially successful millionaires make the shift in their income. When your mind-set changes seemingly impossible figures become possible.

So then you’re asking – How do I do this?

The quickest way is to change your environment...
2. Changing Your Environment

Your perception and beliefs are shaped by the environment you grew up in, the way your parents raised you, the books you read, your education and the people you spend time with.

Personal development coach Jim Rohn has stated that you are you are the sum total of the 5 people you spend most time with.

That means if you spend time with five millionaires, you are most likely to turn into the sixth.

Similarly, if you spend time with five alcoholics, you will likely be the sixth.

(Many people tend to ignore this advice. They don't realize how much the subtle influence of gossip, behavior, and perception impacts them.)

This is why it is important to take control of your environment, by limiting the time you spend with negative people or drifters or if the situation is dire, even moving to another house, town or country in order to find your tribe’ the people who encourage you to be the best you can be.

In addition, you need to immerse yourself in success in order to change your situation.

If you are truly passionate about living your dreams, then surround yourself with people who are doing the things you want to do.

Read books by people who have achieved great things in their lives and read and reread their stories until you left with no option but to succeed.
3. Take Massive Action Immediately

This is probably the single most IMPORTANT fact you that will make the most dramatic impact in your life.

TODAY is the day to make that big change that will propel you to the life of your dreams and financial independence. Not tomorrow but TODAY.

Let me be specific. The biggest achievers take massive action within 24 hours of any decision. Whatever the task is, however busy they are.

Why? Studies suggest that any task, big or small, that is put on the “to do list” to do later - people will either change their minds, forget it, be half done later with half the willingness and passion or be on the list forever like an anchor on your mind dragging you from achieving anything successfully!

If you look at the lives of people who have transformed from being dead broke to becoming millionaires, you will discover that many of them had an awakening and decided enough was enough and took immediate steps with a burning desire to start getting themselves out of the rut they were in.

No matter how scared, under resourced or inexperienced or busy you are, when you finally get your great idea, do something to set things in motion and start immediately moving towards your dreams and goals.
4. Find The Right Means

At the end of the day, the money you make is simply a tool to help you achieve other goals such as retiring early, taking care of your loved ones, have the freedom to do the things you love and make a positive contribution to humanity.

You will therefore want to begin making money as soon as possible so you can free your time and other resources up for more important tasks.

One of the most important things you can do to speed up the money making process is to choose the right means or vehicle.

The right vehicle will get you to your destination in the shortest possible time, while the wrong one will ensure you spend many months, years or even decades pursuing your dream.

For example, if you are in a poorly paying job, you may need to start an internet business or work nights so that you have enough money to invest in the life of your dreams.

If your goal is to ultimately become self-employed so you can have more money and freedom, you can put all your energy and resources into your side business until it grows large enough to allow you to quit your job.
Now, when you do decide on “vehicle of choice” always remember to Go Against the Grain...
5. Going Against the Grain

Did you know that 99% of the world’s wealth is controlled by less than 3% of the global population?

Why is this? It is because these people have learned to stand out from the crowd and do what other people are not willing to do in order to get what they want.

The status quo dictates that you must work a 9 to 5 job, get a mortgage, go into debt to buy a car and keep up with the Jones’s.

However, if you want to reach your financial goals, you must be willing to forego short term pleasures for long term gain, sometimes endure ridicule and explore alternative ways of making money that will see you eventually emerge richer and more secure in the long run.

Earl Nightingale once said that if you want to succeed, you should look at what the majority is doing and do the exact opposite.

Whether you want to excel in business or your career, if you want to succeed, stop following what the majority of your business peers or co-workers are doing, and instead concentrate on what the top 3% expend their time or energy on.
6. Create Multiple Sources of Income

The rule of thumb with finances as well as with other aspects of life is: do not put all your eggs in one basket.

Do not rely solely on one source of income to get you to your destination of financial independence.

If you truly want to get rich, waiting for your monthly pay check or depending on one major client tends to limit how far you can reach or how quickly you can reach your goals.

As much as possible, always make sure that you have at least 5 sources of income in the form of a salary, business proceeds, residual income from work done previously, passive income from investments like property as well as leveraged income from other people’s efforts. This is vital.

This way, you will be covered in case of a major loss, tragedy or even catastrophe.

Having more than one source of income will also give you peace of mind as you will have the assurance that you have enough sources to help you create a nest egg for emergencies and long term financial security.
7. Setting Clear Goals To Achieve Success TODAY. Not Someday..

Many people have the mind-set that they will only be successful at some far off time in the future when they have achieved certain goals such as earning a million dollars, owning a mansion or having the latest car.

However, acting as if you will only feel happy once you have achieved a certain amount of success can leave you feeling discouraged.

To keep motivated to pursue your dreams, treat each small action you take towards reaching your goals as a major accomplishment in the full knowledge that if you keep at it, you will finally get to your desired destination.
“Success is nothing more than a few simple disciplines, practiced every day.”

– Jim Rohn

You must be specific and set clear goals to achieve Success. How much do you want to earn per year? Again we have to be specific.

Ensure you have a figure you want to achieve and then divide this to have monthly, weekly and hourly rates. Once you have the hourly rate, you now have a clear goal of how much per hour you should be earning.

Example. $120,000 Annual (Target Goal) = $10,000 Monthly = $500 Day (20 work days in a week) = $62.50 Per Hour (8 hours a day)

Using this breakdown, search for the best means and opportunity that will help to achieve this goal.

Once you have a clear goal to achieve hourly you set in motion for the next steps which are to do an exhaustive search and find the means to achieve this goal.

In addition, while you are on the journey to the life of your dreams, make sure you take time to stop and smell the roses. Do something you enjoy every so often, such as playing your favorite sport, finding a relaxing hobby or spending time with friends and loved ones.

That way, you will feel refreshed and rejuvenated, and better able to handle any challenges that come up at work.
8. Follow The 80/20 Principle

If you take action on this concept and run with it, then I guarantee you that your life will never be the same again.

The Pareto principle is a theory that states that 80% of results in any scenario is determined by 20% of the effort.

For example, 80% of business success is brought about by 20% of the effort and resources you put in, 20% of your customers will provide 80% of your sales etc.

This means that if you want to grow your business, build your finances or excel in your career, you should zoom in on the 20% of activities that have the greatest impact on your goals.

You can do this by:

i. Identifying and focusing on the activities that bring the greatest results.

For instance, if you want to grow your business, ask yourself the following questions;

a. What activities bring in the most revenue?

b. How much time per week do I spend on these activities?

c. What is stopping me from focusing on these activities?

Once you identify these vital activities – zoom in and focus on them.
ii. Eliminating non-productive activities:

You will need to AGGRESSIVELY get rid of or minimize on any activities that do not contribute to your profits and productivity.

This means cutting out activities that waste your time such as chatting with friends on social media, organizing your desk, watching TV, searching for entertainment and many others.

Your task is to achieve your financial goals in the shortest amount of time so all the other low value tasks need to be done away with. Yes. You need to make sacrifices for results. Of course this is not always possible however do your best to schedule low value producing activities such as chores etc. to a certain time of day where you are free to be interrupted.

iii. Delegate

Carefully analyze your daily tasks and hand over any tasks that do not directly add to your bottom line to a helper, administrator, secretary or anyone else who can help in order to free up your time for more valuable activities. Even if you have to pay for this.

Your “Time” is the only limited resource you have. Buy your time with your money. It is the only way to get ahead.

Concentrating only on value adding activities will help you to become better organized, reach more of your most important goals quicker as well as avoid feeling overwhelmed by mundane tasks which add little to no value.
9. Increase Personal Productivity - Working Different

As much as we would like for there to be more hours in a day to accomplish the tasks that will build our dreams and finances, there are only 24.

It is therefore imperative to ensure that you manage your time effectively for maximum output.

Even the richest people in the world such as Bill Gates, Warren Buffet and Richard Branson have the same amount of time you have and have managed to make it work for them for maximum financial results.

The following are a few tips to help you manage your time better:

i. Work on the most important and productive tasks first.

a. Use the early part of the morning when you are freshest and have the most energy to accomplish the tasks that add the greatest value to your business.

ii. Work in the ZONE.

a. The ZONE is where you can expend your energy optimally without running out of steam. This might mean working for a couple of hours and then taking a ten minute break, or working all morning and taking a couple of hours off in the afternoon to recharge before getting back to work. This may seem like a general boring idea but trust me this is vital.

iii. Schedule your interruptions.

a. Instead of checking your email, receiving calls or seeing visitors any time you want, schedule these activities for a certain time in the day in order to gain better control of your time.

This applies to business owners and Entrepreneurs.

How much do you want to earn annually again?

You saw this example before

Example. $120,000 Annual (Target Goal) = $10,000 Monthly = $500 Day (20 work days in a week) = $62.50 Day (8 hours a day)

Let’s say you have a small business.

To achieve your goals the quickest way possible, you can either concentrate on finding means to earn this hourly wage working 8 hours a day or simply charging more so you work 4 hours a day and the rest of the hours making efforts in getting more clients to help you exceed your financial goals eventually earning more!

Do not be afraid to charge more for your products or services because you fear putting potential customers off.

Remember that in any business, there are always customers who are willing to pay a premium rate for what you are offering as long as it is of great quality and stands out from what your competitors are offering.

That is why there are Toyota cars and Rolls Royce’s.

Getting more clients is another way to earn more per hour. This strategy is especially effective in network marketing and personal development businesses.

If you are a business owner, consultant or a coach, start by doubling the number of people you have been targeting and build this up to the point where you have doubled, quadrupled and even grown your customer base tenfold.

Do this, and you can be sure to raise your income to 6 figures sooner than you can imagine.
11. Practice Inevitability thinking

Eben Pagan, an American entrepreneur, speaker and author has come up with a powerful concept known as Inevitability Thinking.

Inevitability thinking means having the confidence and belief that if you do things the right way, you will eventually get the results you desire.

You will have the time, luck and other necessary resources to achieve your goals. To make your success inevitable ask yourself the following questions:

1. Where would you like to be in 20 years and what would you like to have achieved?
2. What goals do you want to have accomplished by the end of one year?
3. What are your 90 day goals?
4. What one thing can you do immediately to start achieving your goals?

5. What conditions do you need to set up to ensure that you start achieving these goals?

6. How can you put these conditions in place as soon as possible?

Inevitability thinking is a great way to arrive naturally at your goals instead of pushing yourself to achieve them.
12. Know Your Prospects Better Than They Know Themselves (For Business Owners)

Businesses today are increasingly facing competition from new start-ups as well as already established ones with huge marketing budgets. If you want to stand out from this crowd and get loyal customers who will take your business to the next level, you need to get under your prospective customer’s skin and find out exactly what makes them tick. The more you know about your customers, the easier it will be to communicate with them and convince them that you are the person to solve their problem. The following are a few things you should find out about your clients:

1. What frustrates and pains them most? What problems do they need solved urgently?
2. What do they want from life and what are they aspiring towards?
3. What common irrational fears and fantasies do they have?

If you pay attention to the information provided by the answers to these questions, you will soon find yourself miles ahead of your competition.

No one wants to be left behind; people are always looking for fast results and their patience for waiting keeps growing smaller every day. You, therefore, need to be known to be a fast executioner and one that is biased to action. When you want to get something done, or do something for anyone move with haste.

This will expose you to more opportunities. Keep in mind that success is built on relationships. In turn, relationships are built on trust and trust on integrity. You, therefore, have to build a name for yourself as being an honest person. When people trust you, it becomes easy for them to; Work for you.

Extend credit to you. Give you loans. Be interested in buying your products and services. Always staying true to self is the first step towards attaining the level of integrity that will get you ahead. From that, you will be able to be true to other people and to do the right things regardless of its costs.
14. Ascend From Peak To Peak, Be Ready For Failures

It is common for a mountain climber to climb from peak to another and occasionally go down the valley before he can make it to the next peak. Everything in life is made up of its fair share of ups and downs. Having a long term plan and looking at everything in a long term perspective will enable you to stay focused even when you encounter valleys on your journey. The greatest obstacle to your success in any sphere of your life is the fear of failure. Failure in itself is not an obstacle but rather a lesson that makes us stronger, determined and wiser. Taking bold actions will draw aiding forces to your side, enabling you to conquer what you fear.

Bonus Tip: Change how you perceive failure. For the most part, failure is only a temporary plateau. You can achieve success in what you are doing or trying only if you do it consistently enough. At times things may seem like huge failures but when you take into account the long journey you are on, your failure is only a plateau.
15. Do Not Save All Your Money

This is quite a surprise to many. However, if you are looking for seven-figure earnings, then carefully consider what this section is about. To amass massive wealth, you should not be saving all of your money. Let us look at a scenario where a healthy individual above the age of 18 years earns an annual salary of $50,000. If they saved 10% of their salary, it would take ten years for them to make $50,000.

However, if they decided to make an investment with a larger percentage of their annual savings, their revenue would multiply exponentially within a short time. Invest a significant amount of money in self-development, in coaches and programs that increase your personal value. Having a higher personal value will definitely increase your income if you do it consistently. Invest in the sunny days of prosperity rather than save for the rainy day.

Chances are, you will be able to buy an umbrella for your rainy day if you invested when you can. By taking the risk of investing more now, you will be able to save much more money in the long run. It is the right mentors and coaches that can enable you to shift your paradigm. Remember that your level of income is always at the level of wisdom and knowledge acquired.
16. Make Sacrifices

The reason most people are afraid of making sacrifices is that they think they will end up losing. For instance, a single mother will develop cold feet towards buying a $20 book that will empower her to get $1,000 but will buy her child a toy of the same value just to make it stop crying. You must be able to make sacrifices for the things you want in life keeping in mind; you must first become poor before you can be rich. It is only big lottery winners and heirs that get a good life on a silver platter.

You have to be able to handle the worst possible scenario to enjoy the trappings of a good life. Delay present gratification and focus instead on the bigger picture of what you really want to achieve. To approach a risk with proper judgment, the important question you need to ask yourself is; "What is the worst that could happen if I take the risk?" The next question should be; "What is the best that can happen?"

Most people will refrain from taking a risk because there is money involved; however, to become rich, you should be in a position to sacrifice everything that you have, even your last coin.
17. Make Use of Your Natural Gifts

Everyone is naturally gifted at something. You might find that while other people have one gift, some have multiple gifts. Regardless of this fact, you must know what your natural gifts are and put them to good use. Do not trivialize your own gifts; neither should you let anyone else take your gift for granted. Cultivate your gifts and ensure that you are in an environment where these gifts can develop.

People rarely get to discover and exploit their gifts because religious institutions, schools, and the workplace demand conformity, making it difficult for people to realize their gifts, skills, abilities and talents. Society more often than not will lead the human soul to fitting in as opposed to standing out. It is important to know that after everything is said and done, you will be accountable to how you used your gifts.

Once you can realize the areas of your natural gifting, you can make a significant shift to being a producer. You are now a solution giver that the world is so much in need of. For instance, consumers need jobs, producers create jobs, producers make movies that consumers watch. It is clear to see that it is the producers that get rich. It is true that producers consume at some points in their life but it is not their primary objective in life. Producers are more focused on providing the next meet for someone else with the knowledge that they will get to eat in the long run. It is very clear when studying millionaires that they all provide a valuable service or product to masses of people. If you can adopt this mentality, then riches await you.
Summary

It is important to remember your position in life is one of need rather than prosperity. There is a lot of cash being printed for you to get your hands on right now. With money, you can become more and more of who you are. It is time to stop surviving and start thriving. Having a six or seven digit income or even doubling or tripling your income is not a pipedream. All you need is the right strategy to enable you to work effectively towards achieving your financial dreams and have that dream you have been having of being financially successful It is possible.

Note: If you have missed the email coaching program – please visit http://theabundancemind.com to sign up for the newsletter and coaching program designed to help nurture a Millionaire Success Mindset.