

Many people think that success has something to do with luck. A higher authority that enables you to succeed. That's bullshit! Success is not based on luck, let alone on chance. It is hard work, discipline and will. Everything else is a lame excuse. You can be just as successful as you want to be. You just have to be ready to go full throttle.

Of course, that is sometimes very uncomfortable and not easy. But isn't it worth fighting for your dreams and goals in life? Is not it worth it? To you? For your family? For your friends? Do you want to spend your entire life torturing yourself from Monday to Friday and be afraid of Monday on Saturday again? And that until you are 70 years old?

Oh no! This life has more to offer. You just have to take what you want. And if that is success, freedom and independence, then you also have to be willing to do at least a little bit for it.

If you follow a few basic rules and build a solid foundation, then you will come exactly where you are just dreaming of.

What, why and how should you start now? We clarify that now!

Note: Please make some notes and, when i ask you, write it in this book to the designated place. If you're reading this eBook on a device that you can not take notes on, take a sheet of paper and write things down there. Please note, however, in what context you should write down these notes .

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I just do not feel like it anymore. Do not bother with this average life. No more motivation to drag myself to work every day to earn money that will be eaten up by all my bills anyway. Where do I stay? Where is my family in this life? I no longer feel like running and running in this hamster wheel and running but not inching. I have to change something. I will change something! Life has more to offer than just working and waiting every Monday for the damn Friday. I am tired. I am tired of my life. And that's why I'm going to change it now. Today, right here and now, I will change my life!

There are two types of people in this world. The ones who complain and the others who do. You bought this book. Does that make you a doer? Not yet, but you lay the foundation for it. Does the reading of this book make you a doer? Clearly, if you stick to the rules of the game and join in, yes, definitely. If you play along, you will already notice noticeable changes during the reading. Some things you can and must do right away, other things you have to start today for tomorrow to bear fruit. My goal is not to drag you here with superficiality through more than 100 pages. My goal is to give you concrete and practical instructions, so you can change your life today. I also tell you why you should take these tips and what it brings you, what sense behind it and where the whole thing should lead.

No matter what situation you are in. No matter where you come from, I can and will help you. Why? Because I fall back on something that every human being has the same. Whether rich, poor, fat or thin. An instrument that will help you to change your life is just as available as any other person in the world.

- Some people have more of something, others have less. But there is one thing that we all have in common. And that is the time. Every person has exactly 24 hours a day to make a difference. The most successful people in the world, like you, have 24 hours, 1440 minutes, 86,400 seconds of it. It depends only on what you make of it. -

In this book, I want to show you how to make a sudden change in your life. And in a positive way. It just needs understanding for why you need to change something. Therefore I will worry. Furthermore I would like to give you concrete tips how to do it. I want nothing less than to make you the happiest person in the world. Let's see if it succeeds.

This book is divided into three parts: In the first part I would like to help you, how you and your personality triumphs on success and prosperity and how to create the best possible starting position for your successes. The second part is about how to become financially free. With concrete recommendations and a detailed description! Thirdly, I'll tell you who I am and why I'm taking myself out to give you tips.

So let's get started!

About you personally

Before we start

Right at the beginning I want to make a deal with you! You have now invested a few Dollars in this book. So you expect legitimately that you get a return on investment. You want something like this. So, what will you get from me for your money?

After reading this book, you will have a clear strategy and a structured plan for achieving tremendous financial progress and independence within a short period of time. And above all, happiness! If you are still convinced that a lot of money does not make you happy, I have to disappoint you: it makes you happy. It will make you much happier than you might think so far. Why? I'll explain that to you later on. Furthermore, I will go over some things with you that will make you really successful. Not just a bit, but really. I'll explain what is important to you, why it's important, and, finally, how you should tackle it. You have read correctly: You get specific tips from me! Tips that you can start with right away. You even have to, so you can make direct progress. Not like superficial stuff. A real hands-on instruction!

Well, that's step one. And now the big question is : When and how will that be noticeable? How soon will you be able to see results? Here comes the deal!

I'll bet you'll see results today if you move forward a few pages with this book. Then next in a week or two, if you've been reading the book by then. Then you have already visualized a few things, written down, summarized and created a plan. Everything already created psychically and physically. In a month you will start your first projects. That must be so, otherwise you will not stick to the rules and the deal. And in a year? In a year you will be successful! I look forward to your message in a year where we can look back on this moment and celebrate it together.

That's the deal from my side. I will give you some really good input. Pretty constructive and practical. But also something theoretical. These mindset stories ... maybe you cannot hear or read it anymore. I think it will be different here. It is just applied differently and translated into practical knowledge and not just superficial gibberish. So, my part in the deal is accepted? Excellent!

What's your part in this deal? Well, you have to work. The book becomes uncomfortable, so uncomfortable that you want to vilify it in part. But you realize that it makes sense anyway, and you want to continue. Carry on because it's something that you're referring to, that you're convinced that's the right thing to talk about. And you continue until you have created something. And you cannot defend yourself against it. And then? Then you are successful at once?! It is exactly like that! So your part in this deal is to get involved, to do the things I ask for. You've already invested in this book before, then you can do it properly now.

The slow cold start

So give this book a little bit of your precious time and let's start the experiment. Except for time you do not have much to lose. You may risk your average status, your so-called hamster wheel, your prejudices, and your comfort zone. What you can win? Contentment, prosperity, health and so on and so on ... happiness.

I have already mentioned that I believe that financial well-being is an important factor in creating your "happiness". Why does it make you happy? Simply because it allows you to do everything you need to be happy or afford things that will make you happy.

If you had enough money, you would not have to do your 9-to-5 job five times or even six times a week, even though you do not feel like doing it. Do you like the job you have? Do you like it really? If you can go into it with full heart and live out all that is important to you there, you can develop there and unfold your complete personality, then you are an absolute exception. Then you have found the right vocation for you. Congratulations, you count to the 5% who really do what they want to do. Well, in that case, that book can give you some additional perspectives to improve your life. It will give you a few more points of view. Rather as a catalyst for even more success, happiness and satisfaction. But you probably do not belong to these people, as most people do not out there. Unless you would not have considered reading this book, I guess. I am pretty sure you are ready to make a change.

So you are among the roughly estimated 95% of those who are trapped in the hamster wheel. Five- to six times per week, work to earn money for your daily bread, to cover your liabilities in order to secure your family's food on the table, pay mobile phone bills and so on. You cannot go more than 1-2 times a year on vacation at the maximum. Last-minute, of course, since this is the biggest savings potential.

Is that your luck? Is it your fortune? Does this life, this condition you are currently in, make you happy for the next 10 years, let alone 20 or 30 years? If not, then keep reading! If you had more money, you would not have to stay in the hamster wheel, but you could make your time different. Spend time with the things that are really important to you, things that will help your family and friends to succeed. Or other people. You even have the potential to improve the situation of others beyond your own situation. Would that make you happy? Or at least happier, than to finance your stay in the hamster wheel? Money makes you a little happier then. At least because it creates more prospects for you.

Money usually only comes along with hard work. Hard work costs a lot of people a lot of time, sometimes social contacts (which makes you wonder if these contacts were really important) and beats your health. Working until late into the night and getting up early makes one sick (at

least most people think). Probably synonymous, but only if you really go a very illogical way and pull this procedure for months. Just choose a smarter way that will push you forward. Throughout this book I will tell you how to find this way. Especially for you and perfectly adapted. Does it make you healthier when you do your 9 to 5 job, when you do not have energy left to cook after work, get yourself some unhealthy stuff and are too tired and too depressed to go to sports, for example? Maybe not even because that's the only time you can spend with your family that you have not seen all day. Maybe that makes you feel a bit sad somewhere, burdening you ... But you also have no time to find a balance for everyday life for you. Probably something on your health. But there is still Sunday, which you can use for recreation. Let's be honest ... How much do you recover on a Sunday? Tomorrow is again the damn Monday ...

There is a nice saying that I would like to share with you here:

Not Monday is shit. Either your job, or your attitude to it.

Now imagine, there really is something concerning your health. And you want to take better care of yourself in the future. So you decide to take some medical care. Unfortunately, some health services also cost money. Partly not very little, no matter where in this world. Do you have the money to choose all the examinations and individual health services that would keep you healthy? If not, you have another reason to continue reading.

Another point: What about your situation in your job? Are you the decision maker? Can you incorporate your ideas and decisions into the processes you want? Or are your hands more or less tied? The only thing left to you then is that sometimes you can get excited about other people's decisions, but you cannot influence them yourself or just too little. Is that true? Colleagues, bosses, customers or employees ... What does the cooperation look like? In other words, does your job restrict you or can you fully live there? Anyone with whom you are in professional contact: Do they support you in your personal development? What do you expect from your job? And what impact does your job, career opportunities and perspectives have on your private life?

Can you separate work and private? Are you balanced and happy after your daily work and can enjoy your free time? What if you had a job by getting it right, enjoying it and where you can really make something, create something what makes you happy? Sounds more like a fairy tale, right? What would be worth such a job opportunity? And would you still work if you did not have to? Or maybe you would start different projects that will certainly take some time and work, but that will fulfill you completely and maybe give other people even more value than your current job? Do you think this would change the game completely? If yes, please read on ...

These were just a few examples of what situation you are in right now and why you are bound in some way. Especially your job robs you of an incredible amount of time and nerves. And why

are you doing things that cost you strength, and do not make you happy and satisfied? It is probably for the money. You have to do it to get cash that you need to live. So is money one factor, a thing that can make you happy, because it gives you completely different possibilities. Money itself cannot even make you happy and free. But the things that can be made possible in exchange for money do that. Not pure paper or copper coins make you happy at the sight of them, but what you see behind them, what opportunities are hidden behind them, what opportunities this offers for you. Nobody says you need a Lamborghini to be happy. But to travel, to see different places and to get to know different cultures, to give your family a security, to be free, that can make you happy. Or the support of needy people makes you happy. Most of the time that costs money too. Think about it!

You see, money itself does not make you happy. I can see that. But it allows you to do things that can make you happy. I hold this belief for the following reason:

I come from a very down to earth family. Money was always a problem with us. We had to sell heirlooms, the financially most valuable thing we had in our home to finance our daily food. New clothes, class trips, textbooks, etc. always confronted us with new challenges. We could never think of luxury because we could not even ensure the survival necessities for a period of time. We have learned what financially difficult times are. We were not happy, but we adapted and could live with it. I was confronted from the very beginning that money was always the limiting factor to be truly happy, say, carefree.

Now? Now I'm on. I am grateful to have all the financial resources to afford the things I want or need, which makes me really happy. And I also transfer that to my family. That's what I call happiness. Not because it was by chance, but because it was hard work. Hard in the sense that it did not come by itself and you also had to make uncomfortable decisions. Hard, because I had to deal a lot with myself, my environment, and my decision. Hard, because not everyone does it, and you do not just get pulled along. I meanwhile do not understand why hard is so negatively charged. For me, the short form of a statement for "hard" is: hard = hone-and-right-doing.

Does not mean anything to me other than: Sometimes uncomfortable, but ultimately the best solution for me. Therefore, sometimes these uncomfortable decisions are worthwhile. Think about the situations in which you have to overcome challenges, which decisions are hard. What do you choose?

If we look at the meaning of success-thinking a little more distantly, we realize: There are many people who are doing much better than you. Others have fought hard for their fate, many have been made a little easier. But there are also many people who are much worse off than you. I think we should be aware of that. However, that is not a reason why we should not strive to achieve our goals. There is no reason to give away potential and let our lives pass us by. The biggest point that makes you appreciate your situation, and yet you should feel the need to

make more of your life, is gratitude. Thankful for the opportunities you have. Gratitude makes you appreciate your life and still motivates you to do more, even for those who are feeling worse. Make it your mission to give you a better life.

Also, suffering is never outweighed with other suffering. That's not what this book is about. You should be grateful for what you have. But I'm more concerned with the opportunities you have to make more of your life. No one says that you should only own luxury watches and sports cars with your wealth. You can do great things with money and help so many people in this world. It is only important to be open and not to be closed for these things. With success and prosperity, you can do great things, let that be said to you.

From now on I will talk to you very openly and honestly. Partially provocative to get some things out of you and try to visualize them. I want us to speak openly about it, even if it's unpleasant, even if it's painful: it does not hurt, otherwise you'll never be ready to change anything. So far, you have not changed anything. Therefore, you should take this as motivation to take the first step. And now you should do that, here and now.

The basic requirement

The first and most important thing we need to talk about is your consciousness. It is of tremendous importance to you to make you aware or to further sharpen your present. Awareness of the things you do and those you do not. Do you agree with me that you cannot change anything if you do not know what to change? First, we answer the question "what", then the "why" and then the "how".

You need to create an awareness of where you are and where you want to go. You need to be aware of what things you are doing that are advancing you, and what things are throwing you back. You also need to be aware of what you need to do, and above all, how to do it to get ahead. It's just about creating that kind of consciousness. And it's not easy to develop that awareness, because in the course of your life, you've already acquired one thing that has unfortunately only helped you get into your current situation. That's fine, but now we should take care that you create a new consciousness or further sharpen your previous consciousness. Why? To help you identify opportunities where you have previously only seen risks, to consider options that you have not seen before, and to take on challenges where you are facing problems beforehand.

Some things we're going to talk about may seem strange, sometimes even abstract. Your new consciousness is an open one. So do not close your eyes to them when they seem uncomfortable or incomprehensible to you. They work that way because they give you new perspectives. And you need that to really make a difference.

So, your consciousness will see more opportunities in the future than you have done so far. What do you get out of that? This helps you to get on with your life. A chance is the stepping stone to a new height that you can go to. In turn, the new altitude holds new opportunities for you, giving you the opportunity to make great progress. And with each new height, a better and happier life goes hand in hand.

About the art of doing your thing

Can you say that you are doing your thing? Are you convinced that you are the version of yourself that you would like to be? I doubt that, at least for the time being. Why? Because you're probably too dependent for that. If you are dependent on other people, be it your employer, even your partner or any other hierarchies and structures, then you certainly do not do your thing. That does not mean it's bad or you make a fatal mistake. However, I think that in some areas you could get more out of yourself. I do not think you are currently the best version of yourself. And that's exactly what I want to change here with this book. And I'm sure that I can achieve that.

Having success in life means something different for each person. Being "successful" is the most inflationary statement that is as specific as a tree in the forest. What does it mean for you to succeed? Surely, we can philosophize about this here, and I'll help you later to find a definition for you, but first it roughly means the following: Being successful is the art of doing your own thing and creating a life you will live in. Is that true? Doing what fills you, makes you happy. To do what you want from life. And it's important to do what inspires you and what you live for. And there are always ways and means of achieving this. Certainly, it is not easy, because it is also a process. A process that still partially hides its results until it reveals its full splendor in the end. That requires discipline and perseverance. However, I haven't met a person who said that discipline, will, perseverance and enthusiasm have not paid off. That's why I want to approach you and help you to do your thing. And you will succeed. I promise you.

Do what you are up to, do that which fills you. It will also benefit other people, because they always benefit when a human is absorbed in what he does. He will generate so much energy and add value that he can carry other people along. I think we do not have to talk about whether you want to do that, but rather how you can achieve that. And that is exactly my motivation. To help you to do your thing. That's the motivation to write this book. Not to receive the 1,50 Dollars, which go to me with the purchase of this book. I buy a packet of oatmeal from it. I have found the art to do my thing. And my thing is to find them with you, to do your thing. To be successful means fulfillment. Fulfillment of your needs, fulfillment of your wishes. What is fulfilling you?

Which person are you?

You know the saying: "Whoever fights can lose. He who does not fight has already lost. " I think it does not go that you do not know the spell. And maybe it will hang out to you. But do you think that it is true? I have to confess to you: No matter what you think, this saying is true! If you enter a competition and do not appear on the day of the competition, you automatically lose. This is not only in competitions like this, but pretty much all over the world in almost every matter. But this fact is not transmitted on life because we do not want to see. That's too abstract. This statement does not count here. But, honestly speaking, it does!

Again, this statement counts! And even more! What happens if you do not fight? Just... nothing! Nothing happens. Your life will change to zero. It stays 100% as it is. You will not make any additional experiences, get new opportunities, get to know enriching people. It changes pure nothing!

What happens when you start to fight? Or, first of all, to start? What is the worst of all, what can happen then? Quite simply: In the worst case, nothing changes. In the worst case, you're right back where you have started, back to your current situation. However, you may have made some valuable contacts, gained a few elementary experiences or scented new opportunities. But the worst-case scenario, when you start to act, is the scenario that you at best get out of doing nothing: your initial situation.

And do not start to say: In the worst case, you will stay on contracts, costs or similar. The times are over. In the age of information, where you can access and build everything with Internet and technology around the world, you do not have to spend a lot of money earning a few bucks. If you doubt that intuitively, then I ask you if you have already dealt with it extensively and what your intuition is based on. If you really think about making yourself thoroughly smart, you'll see that you can own a website, write emails, create customer meetings etc. completely free of charge. If not, then you either researched not good enough or you have bogged you. Granted, maybe it will cost you 10 Dollars. That's it, at maximum!

A good advice that I would like to give you here is a way of thinking that I have made my way of life:

"Always do what you would advise your best friends".

Why? Because you're convinced it's good, otherwise you would not advise your best friends, right? A friend or girlfriend has received an offer to take a great chance abroad but is afraid to give up his / her life in Germany. What would you advise her / him? Surely, she / he should think twice, but ultimately ...? If it's a big chance? If that's exactly what makes him / her happy? You would say, "Do it! You have to do it! Do what makes you happy „. Probably you would chop down a superficial wisdom: " You never regret the things in life that did not run optimally. You

regret the chances you did not take! ". Maybe you'll leave that saying too. But you would react in that way or something like that, won't you?

But would you also take this opportunity? Would you perceive it, even if it would be uncomfortable for you? There are countless examples, but only one solution! Would you do what you recommend to your best friends? I do not think it is wrong to recommend and reaffirm the decisions to your friend, I think it is wrong not to take them by yourself!

In any situation where you are faced with a decision, consider what you would recommend to your best friend and do the same! Otherwise you are simply not true to yourself. What you feel is correct for others, do it yourself!

You are average and that is crap!

Many of us live according to the NNA principle: do not attract attention! No matter what we do, we just do not want to attract attention. Neither positive nor negative. Just go with the flow. The most glaring experience that I have made in this regard was in fact during my training that I go through during my dual studies. My fellow colleagues were proud not to attract attention. It was their greatest advice for me in my career. Without knowing much about the world of work, I realized what they wanted to tell me, and I've come to the conclusion, "Surely they will not be right!" I did not say it out loud, but it jumped right in my head, when I got these tips, just not to attract attention! Why should not I want to and should not notice? Negative deviation? Of course, it is unpleasant. Then better draw no attention. Positive deviation? What speaks against it? For me only one thing: the envy and hatred of the other colleagues who do not want that. Why do not you want that? Because they have the opportunity to not attract attention with the minimum amount of work they do because everyone gets involved in this rut. Once one or a few start to do more work at the same time or to do better work at the same time, they start namely to attract attention, but the more negative way. They wanted to keep the average in order to get an even picture, and nobody noticed, who works half-heartedly, works little, is dissatisfied ... So, they could always stay in their comfort and were not addressed. And that's pretty much the worst thing that can happen to you: seek ways out, find excuses, let comfort determine your life. And if even someone dares to talk to you or let you feel the whole thing ...

So the motto is: If everyone does it, then nobody will notice. So everyone can stay in their comfort zone and hope that this week is over.

This attitude stank me incredibly. I wanted to attract attention. Not because I'm super great or because I have a conspicuous disorder, but because I just did not want to live the attitude and life that my colleagues do. So I knew I had to do something different, in the best case do something better, or just do more to get noticed. And then I realized one thing: you do not have to be the best in everything. You just have to deviate slightly positive. That is enough. And

that is already achievable with quite a bit of work, because the average is relatively low. So it was clear: One more hour of work, one more lab test, one more evaluation ... That's enough to attract attention.

It is not the people who attract attention, who are stupid. It is the opinions that form the average about it. The average feels deceived when someone does more or shows more effort. But the average also lives the average life that everyone complains about. The average tortures itself to work on Mondays and cries for joy when it's Friday, and then is afraid of Monday again. The average person works all its life to get things, and then has to work all its life for them. The average is so incredibly firmly anchored in this hamster wheel. The average does not find deviations nice. The average does not like you. No problem, you do not like him either!

And: You do not want an average life either. When it comes down to it, maybe you should always do exactly the opposite of what the average does.

At that time, I also gave more than the average. I was aware that this was the only reason why I came to this place. With an average application, an average interview and an average assessment test I would probably haven't been even chosen and would not be included in the dual training program. I have been rewarded with deviating from the average. So for me it seemed like a good thing.

To date, I've never regretted being a bit above average. Just show a bit more initiative, a little more willingness, a little more will. It is enough to invest a little more in order to be much more rewarded. I myself have made this experience, and anyone who was willing to do a little more than average has also confirmed it.

The fact is, if you want more than average, then you must be willing to give more than average. Then you will also be ready to offend them. You want more in your life than just average achievements, so you have to be ready to overcome that hurdle and move on. There will always be situations in which you will encounter people and processes that are not average at all, and these will accompany you along this path. But first you have to go through the hot sand to get to the cooling sea. Then you will also have above-average friends, record above-average success, and experience above-average happiness. Still afraid of being not-average?

You are what you do!

Very few people have achieved great things by doing nothing. A few have achieved something by doing not very much but having a lot of knowledge. Scientists and researchers succeed in doing this. Nonetheless, the result usually counts. The tip of the iceberg, when all the hard work and your diligence remain hidden under the surface, shows your result, and that's what other people perceive. Maybe it's not quite as hard as shown here, but maybe it's more about putting things into action, really doing something. Unfortunately, if you want to help sick people, it is relatively unhelpful to nurse the idea, but not to take action. If you really want to help sick people, then it's about doing something. The making creates the crucial difference. And that's really a very dramatic difference. The making distinguishes the talker from the diligent, the not-successful from successful people. Only making creates the difference. And surely, you've already experienced this difference enough in your life. Because no matter what you thought before, no matter what you planned, if you are still in the same place as before, then you will not have done so much. You can think and know a lot, but without application, it does not do any good, unfortunately.

You can only change something if you really do something. If you are a Doer, you are also making the difference. The difference that enables you to move forward. How much I hated this statement when confronted with it. For me it was the height of superficiality. How am I supposed to do something when I do not know what to do? I always read: "It does not matter, just start"! But with what? I have no idea!

But then at some point I simply started. I just started to pursue a goal. The kind of goal did not matter. First, I wanted to become a fitness coach, then a trader, then a management consultant, then a startup manager. I just started with a lot of different things. And that goal then brought enough facets that I had to take care of. This "easy start" then allows quite different perspectives. No matter what it is, you just have to have one goal. And the goal can be as versatile as imaginable. That's enough to start. Start with anything, essentially it has something to do with your goal in some way. Start to inform yourself about something. Start asking people for their opinion. Start promoting your idea. Whatever! Just start somewhere! When you clean up your room, you also have to start somewhere. It's the same here.

My ultimate goal was to make money on the side, with something I know about. Since many of my acquaintances asked about diet tips after my diet, I thought I could start writing exercise plans. So I just started writing training plans because I thought, why not?! I can certainly make training plans and give them to other people, sell them, offer them in exchange, etc. And when I started doing so, finally, my sense for it has extended. And then there were other things that had to do with it and came along with it. After that, I also had to take care of how I got to interested parties. Linked to this is marketing, acquisition and so on. Then I had to look at what price I can offer the plans. So I had to deal with the market and the competitors. All things that I did not really had on the screen at the beginning, but which turned up then because I just started doing something. And with the knowledge I acquired then I can easily benefit from,

yesterday, today, and in the future. No matter in which direction I move now: I have already made experiences, which can only help me further. If I had not just started, I would not have these experiences today. So now I understand what it means to simply start. Do you understand it too?

If you understand that earlier than I did, you will be able to celebrate success even faster. Then you have already taken a small advantage and the first important key lesson from this book. It's that easy. Behind this: "Just do it! Be a doer!" is much more than just what we would understand at first. When you see that and understand why it makes sense to start, even though the direction and the goal is not one hundred percent certain yet, then you also see why it makes sense to start. Experiences are often more important than worrying about things for weeks, but then realizing that you simply have to gain practical experience.

You do not have progress

"You will always stay where you are, because you always do what you already can". I'm sure you've known this phrase for a long time. It describes a phenomenon that you encounter again and again, every day. This is about the core problem in your everyday life. You're comfortable with doing what you already can because you know how it works and what you can expect. The problem with that is just that these things have brought you into your current situation and prevent you from getting ahead. So how do you manage to get out there?

Easier said than done, but: doing things differently than you've done before. Different does not necessarily mean better. You do not know if it will be better if you do it differently. But you know that it has to be different to get better. In plain language: Change your everyday life! It's not all that bad what you're doing right now. It just does not seem to be enough to really get on with it. Do more, make it better, do it more often. Simple example: If you want to lose some weight and any diet has failed yet, then you have to change something. Do a little more sport, do it more intense, take the stairs instead of the elevator. You have to change something to get different results.

This is one of the biggest obstacles to our success: we do the same things every day, but expect different results. It's like relying on a higher authority. As if there is something that has you and your destiny. We both know how realistic that is. For this reason, there is no way around doing something different than before. But do not change everything accordingly at the same time. This leads to no meaningful result. We have named this method in quality management in chemistry the "DOE - Design of Experiments" and can also be used wonderfully in everyday life.

The DOE describes a process that depends on several parameters. For example, a chemical reaction that depends on the pressure, the temperature and the amount of substance. If our reaction conditions, which we previously selected, do not produce the desired result, then it is a possibility to adjust and modify these parameters to obtain their influence on the reaction result.

Suppose we change everything, that is, all three reaction parameters (pressure, temperature, amount of substance). Now the reaction works! We receive the desired result. This is very

pleasing in the first view, but not necessarily in the second. Because it may be that we have chosen a way too high amount of material and too high temperature as it really needed. Maybe even 80 ° C instead of 140 ° C would be enough. But we heated up on 140°C. The problem with that is that the temperature difference that we have heated up too much costs us a lot of money. For a small reaction mixture perhaps still negligible, for a large apparatus with a thousand cubic meters of volume already hundreds to thousands of Dollars. So that means: A chemical company can save a lot more energy if it had known that the 80 ° C are already enough to bring the respective reaction to the desired result. Maybe the temperature did not need to be that high, maybe just the amount of material was crucial. In hindsight, we cannot find out so easily because we screwed immediately on all process parameters.

The Design of Experiments now describes that in a process that depends on several variables or parameters, changes of one parameter after the other should be considered in relation to the effect on the result. This gives us a much more accurate picture and tells us what the result is now more dependent on. So, step by step, we just change one parameter at a time and see what result we get. This saves us energy that we do not need to spend unnecessarily in order to simultaneously change all other parameters (probably unnecessarily) and we get a crystal-clear cause-and-effect principle.

What does that mean concretely for your life? If you want different results, you should do something different. But not just doing everything different now. Because that also leads to waste of time and energy on your part. So you may change things in your everyday life that were important somewhere, for you, for your mental health, for your motivation. If you change too many things right in the moment, the resulting inconvenience creates a great waste of time and energy. That means on the one hand, that you might as well could have had it easier to reach your goal. On the other hand, if you change too much at that time, you might stop and change an already existing, successful running process. And because you stopped it although it was already productive, you now experience a loss of motivation due to the unnecessary power robbery. Since the circumstance of leaving comfort has already cost you so much, you now have little motivation and energy to keep going. Keep that in mind. Sneaking out of the comfort zone can cost a lot of power. Do not go on with just wasting it uncarefully.

Exactly this phenomenon is behind the statement: step by step! Ever heard someone tell you when he /she teaches you "step by step"? First one, then the other? One foot in front of the other? First of all, learn to stand and walk before you start to run? That's the psychology behind it. Do not take too big steps, start small, but then really start! Otherwise, you take over, lose strength and motivation, so that the momentum of giving up can become bigger and bigger for you than keep on going.

Just do something different than you already do. First one thing, then the other, and so on. As a result, you can see what changes that will make to your life, assess whether they are positive or negative changes and, if necessary, optimize processes or, if you realize that they are bad for you, bring them to their original state or leave them out completely.

And what does differentiation mean in concrete terms? Simply doing a bit more in a few things, slightly invest more time, think more intense of somewhat, bring some more extensive information.

Be damn honest with yourself!

What do you want from life, what do you want to achieve, for you, your family, your friends? Do you want to live your life just as you do now? Your words, what you want and what you want to achieve, what you can do, all that fizzles out into nothing, because you simply are not willing to leave the comfort zone and finally make something out of your life! You criticize others, complain about politics, society, and you dare to take a position to criticize other people and their goals. But why are you doing this? Because you see yourself in a better situation? Looking from a higher perspective? Probably not! Because you have the experience? I do not think so...

You are currently too much trapped in your cosmos, and you are still waiting for a gift from heaven that makes you rich and healthy tomorrow. Wake up! Now! With the same probability you can also wake up tomorrow with a serious illness and a bitter poverty. Both will hopefully not happen. For one thing you can do something and for the other you should do definitely something! The reason for where you are now is that you have done before what you have done. No matter what you have achieved or what you have not achieved. Both are just the product of it. Be damn honest with yourself: You dream of holidays, of a job that fulfills you, of a house that gives you security and happiness, a family that gives you love... And what exactly do you do for it? Be honest with you! What are you doing specifically for that? You hope for a better tomorrow without doing anything today. You're hoping for a lucky coincidence. You know what I think about it. If it has not come yet, why would it appear tomorrow then or even the day after tomorrow? The moment that makes you rich and happy? Do other people that you believe have a good life, have just luck? Did especially this thing happen to them? Just getting wealthy, healthy and happy by coincidence? Hoping for it yesterday, achieving it tomorrow? Is everything what they have built based on luck? How likely is it that you get another moment of happiness after a moment of happiness, if you have been waiting for the first moment of luck for more than 10, 15 or even 20 years in vain. If this is your plan to wait for random moments of happiness, you may experience five, six, or seven moments of happiness throughout your life. That's all! You will not experience much more moments of happiness, because you will not even recognize them and because you do not work for them. Pretty much wasted if you had to tinker with your entire life, right? To wait a lifetime for a maximum of seven moments of happiness. Reminds me of the fact in the hamster wheel: Six days a week waiting for the seventh day finally to come, when you can do what makes you happy. This is not called discipline, that's called foolish. Be honest to yourself! Just be honest with yourself! What really motivates you? What makes you happy? What do you get up for in

the morning? What would you wish for, if you have three wishes? Write down these three wishes!

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What have you done effectively for them so far and what are you doing today to help you live that desire tomorrow? Do you notice something? That is what I am saying! And that's why we're going to change everything today. You will start today to choose your morning to live the day after tomorrow as you imagine.

Before anything changes, you have to change something!

Where you are now is what you have gotten by doing what you have done so far. This means that your tomorrow is always the product of what you do today. You have a job today because you completed your education or studies yesterday. You live today where you signed the lease yesterday. Our today is undoubtedly the product of what we did yesterday. If you washed your clothes yesterday, you can put on freshly washed T-shirts today. So if you do not iron your laundry today, tomorrow you will hardly have the opportunity to put on a pressed shirt. Are you ironing today? If not, you have no way to profit from it tomorrow. You can also have your laundry ironed, but then you just have to pay the price. Ironing is like life. You will not be able to profit from what you are not ready to do today. What you were not ready to do yesterday, you cannot enjoy today. Does that make sense? Why does this make sense to you, but is not applicable in your life? Do you look at it completely different? Why are you dissatisfied with what you have today, if you were not ready to do more yesterday? And why do you want it to get better tomorrow if you're not ready to make a difference today? There is a fatal logic error. That's just not possible. But do not you live your life exactly in this way that you think it will be better tomorrow, without doing something concrete for it today? You live the day, you live the same everyday life, over and over and over again, and you think that tomorrow something will change, as if by magic. The laws of nature promise you faithfully that this does not work. And when is the time when you will understand that? How many more years does it take to show you this? That a fire is hot, you understood quickly. That you will not be rich tomorrow if you do not do anything for it today, not to date. You still do not understand it up to today. It can only change a little if you change something. You can only live a better life if you get better yourself. How are you getting better? By stopping these things that you always do, but not getting you somewhere. This does not mean that you should not have free time or celebrate successes anymore. They are important for you to enjoy what you have achieved. But stop

doing things that will not make you happy or just give you a short-term satisfaction but will not make you happier in long term. These are the painkillers of which you should consume as little as possible.

Your previous thinking has taken you to where you are now. It will not change much anymore. So it's just too logical that you have to change your way of thinking, your actions, your ideas, if you want to have different results, a different life. A beautiful saying goes:

I do not know if it will be better if it is different. But I know it has to be different for it to get better.

Regardless of what you think of such quotes. No sentence describes this phenomenon as well as this one. Write down this sentence, read it through every morning and every evening. Say it out loud. And you will see that your mindset is changing.

Do what you love or love what you do

I do not have to chew something here again that you already know. You know yourself, that usually you are very good in things that you really enjoy doing. Simply, because you have a lot of attention to detail here and also make a special effort to do it well. You care a lot more which result will appear. Just because you enjoy what you are doing. That's crystal-clear. It is no longer a secret and even scientifically proven that the achievements and outcomes of those who do what they love are, on average, better than those who do something as a means to an end. That's for sure and logical as that.

But what is the advantage? Many people recommend that over and over again: Do what you love! And if you do, then you will always find a way to earn money for living. I think that's partly true, but I'm not completely convinced. Because two things bother me there: Surely you can make pleasant money with almost any idea, but it takes more than just a passion. It will then take a business idea, the opportunity and the trappings to earn money. Surely that's possible, but it's just not as easy as it is suggested. However, I think that the attentive reader already knows that.

Second point is this: What do you love to do at all? Are you even aware of that? Do you know what makes you happy while doing the things you do? Now apart from sleeping, eating and celebrating? Of course, there are also opportunities to generate a monthly income here, but in that cases the ideas of making money with it have to become a bit more abstract. I am convinced that we are often unaware of what we like to do. I think that happens subconsciously most of the time. We are not quite sure what we love to do. Because then it typically has

become routine somewhere. If this is not the case with you, so much the better, then you can concretely write down the things that you like to do:

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If not, then you should try, as good as it gets, to summon your mind's eye for the past four weeks and consider what you've been doing over and over again over these four weeks. Often you do the things you like, even in between, without consciously appreciating them. But you connect them with a kind of balance, you're fine with doing them, feeling some sort of comfort. And therefore, this employment occurs again and again. And now you should try to reminisce to help you identify these actions and behaviors. And again, sleep does not count.

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That was still the simple version. In addition, there are still things that you like doing, but that are not so common or just not always viable, for example, skiing, playing football, swimming, etc.

Be concerned with the things you like to do, as these are activities that you are potentially doing very well. Of course, this helps you enormously to create real added value. For you, or for other people out there. Already your thoughts collected here help you to dedicate yourself to your passions.

Another way is to love what you do. Or even trying to get in love with what you are doing. You do enough things, day by day. Even if you do not consciously perceive them or just run them by the way. We always do something, even if we do nothing, we do something. This different approach requires you to build a passion for the things you already do. Be it ironing your shell. Maybe this is a work that you do not enjoy. However, you can try to include facets that will make this task a little more interesting. You can try to make your own challenge by ironing faster and faster by the day. Or, you associate something else with this activity that gives you

positive feelings. For example, listening to music, singing, dancing, watching TV or something, record podcasts, make voicemails, use voice-to-text applications to transcribe your creative thoughts. Again, the possibilities are sufficiently abstract again. But just as varied as you might need it. So think about which things you can combine with tasks to make these tasks more beautiful. Maybe it will make you look forward to this activity, so you have the time to pursue a hobby of yours, or you can just take this time for yourself. It is only an observation and a matter of habituation. That's it. It takes some time, but you will proceed to combine this time with something you can enjoy. It takes several moments, but it will be worth it. For sure!

Do what you love or love, what you do. You have the choice for both!

But what if ...

... some things are incredibly difficult for you, you are really scared of something, you do not feel like it, you cannot do it and so on...

Then do them first! Do them directly. No consideration, no discussion. If it is feasible, do it directly. Even though it may not be the most sensible decision in order to get this process done right now. Even if other processes are preferable, it is still the right decision to do the scary things first. For the simple reason that this process otherwise burden you and paralyze you too much. The psychological reason is the really crucial one here! For one thing, you unnecessarily postpone this process, which slows down your progress as a result. On the other hand, the thought of unpleasant things is likely to burden you much more than it would take you to do it right away. This is a very common phenomenon: you put these things off for as long as possible. But if it has to be done some day, because it is beneficial, then again it is only a temporary relief to put those things off. The thought of getting it done some day probably creates a lot more strain on you than just tackling it. In terms of time, it will probably cost you even less time just getting it done directly instead of delaying it for as long as possible. And the result is in front of you. So you benefited twice. You finished it and now you have got your result. That's all. Simple as that.

Therefore, a really extremely important advice is: Do not put things off for as long as possible that are uncomfortable for you. Do them directly, immediately! First! If it does not bring your complete concept apart, do it now! You will benefit more than if you consider any other solution. Make it your mission to push through the things that weigh you the most! With this approach, you'll quickly realize that you'll soon find it difficult to stall things or delay anything because it's uncomfortable, as you look at all processes in a similar way. They all get the proper priority they deserve in your value chain and are not delayed by discomfort. Did I mention that this point is the approach from which you profit the most? All tasks receive the appropriate priority that you give them. Thus, there is no inconsistency in your schedule.

The difference between price and value

A price is always something that you have to pay for. A value is always something that you receive. Price and value are relative and always dependent on the viewer.

A price is often the entry barrier. An obstacle that needs to be overcome. If you want to buy a product or service, you have to pay a price. Without the payment of the price, you will not receive the product or service. You always set the price in relation to the value that the product or service brings you. The question: "Is it worth it?" Describes exactly this phenomenon. Is the price appropriate to the value it has for you? We feel good and make this exchange easier if the value for us seems to be higher than the price we have to pay for it. An equal exchange is usually accompanied only with great consideration. If the price is greater than the value we envisage, the transaction usually bursts for us.

Everything has its price in life too. For some things you have to give up something, for other things you have to spend something, for another thing you have to overcome something. If you want to achieve your goals, you have to pay the price for them. The price you have to pay can be as different as imaginable. Once the price can be really just money, sometimes it's overcoming fear or laziness, sometimes the price is inconvenience of giving up things you've gotten used to. Paying a price does not just mean spending money every time. And before we pay a price, we estimate the value that the result of our transaction may bring to us. The value is the only decisive factor. However, try to internalize for yourself that there is a significant difference between the price and the value. It is important that the value of something always comes through the viewer and not through the creation process or the value chain of a good. The value for something lies solely in the (added) value for the individual. Try to recognize the value in things before you look at the price. Then decide, if you want to pay the price for it.

Here is a simple example: What is the value of water? And at what price is water sold? The value is not determined by how far the water must flow through pipes, through which valleys and mountains it flows, or from which source it springs. However, the price that is set for the general public is determined exactly by these factors. However, the value of water varies completely from person to person and from situation to situation.

A hiker sets out to explore the vast expanses of the desert. However, his water supplies are already consumed after the first days, so that he suffers in the coming days under strong thirst and cannot find anything to drink. Suddenly a second hiker arrives who is just on her way back and still has dozens of liters of water in her luggage. She has misjudged and has taken too much. Now she has to drag everything back.

When these two hikers met, the thirsty wanderer noticed the wanderer's large water supplies. He asks her what or how much she wants for a liter of water. The wanderer could now demand every imaginable price that the hiker may well be willing to pay, since the water has an invaluable value for him at the moment. For the wanderer who is heading back home right now,

the water value is not very high, because she is back in the city in a few days and no longer needs the water. On the contrary, this water is a burden she still has to carry to the city. The same water that the wanderer possesses, and the thirsting wanderer wants, is worth a lot and even nearly nothing at the same moment. It just a matter of perspective and the situation you are at. The price? Depends on the skills, the goodwill, but also from the negotiating skills of the wanderer.

You see that price and value are always relative. They also depend on the situation in which you find yourself. It is important that you think about the value that things have for you that you will encounter now or encounter on a daily basis. Everything will have its price. Pay the price if the value is higher for you. Then it does not matter how high the price is. If the value is even higher, it will always be a profitable transaction for you.

So think carefully about what value certain things have for you. Then be prepared to give up certain things or, if they are really meaningful to you and your progress, to pay the price, even if it is high. If you find this price appropriate in this situation, pay it.

What is the absolute most important requirement to be financially free?

It is important that you, in addition to all those questions, also get the “how”-question answered. And one factor is just the money, which relates to your goal achievement of being financial free. I'm convinced that even if you do not want to make big money, you should still strive for financial freedom, because it can make everything else possible in this world. Money is and remains the most liquid means as a barter object for goods and services. Means: No matter what your goals are: money will certainly play its part in it. That's why we should look at how we stabilize your financial situation.

So, what is the most important requirement? It is not about money. That would be a bit too easy. You get money and you have money if you are wealthy. A proverb says, "The one who has money will get more money." And that has a simple reason too. Because if you've managed to build up a degree of prosperity, then this shows that you can handle money. For this reason, it will be easier for the wealthy to make money. They say, "Take away millions from a millionaire, and he will be a millionaire again in a short time". Dealing with money is solely the deciding factor.

Thus, money is important to be and become wealthy. More important however is the handling of it. How do you master the handling of money? The most important component for this is

indeed your mindset and the associated use of money. Money is like an apple tree. In the beginning you have to take care of the sowing and then the first growth. Later, you can pick your apples from the tree without having a lot to do. But you have to plant the tree and grow it yourself before you can enjoy the fruits.

Why is that even more important than simply making money in some way? The answer is obvious: Because your mindset makes you do things that make you rich. Your mindset is responsible for finding opportunities, creating chances, stifling setbacks and maximizing and celebrating success.

This fact is the most uncomfortable we can imagine. Because it is something non-tangible, something you cannot buy nor borrow or find it easily anywhere. Rather, this mindset is a very abstract thing that we encounter when we are dealing with it extensively. It has to be worked out. It seems very unrealistic, sometimes even superficial and not very productive. Everyone says: "It comes with your inner attitude". If you think this is nothing more than hot gibbering, then I can understand you very well. And if you do not think so, then I can understand you even more. Because I have experienced both sides in fact, ultimately getting an idea of that by myself. And you should do it the same way.

This mindset that helps you to get rich is very important because it makes you very open-minded to your environment. Most of the time it does not help you spend your nights around thinking about which product you can invent to make a bestseller and earn millions. Mostly, these are the little things that come back to you, where you think you can do anything faster, easier, or even better than someone else. And that's how the first idea was born.

In addition to the idea of creating or doing something, you are open to new ideas. New ideas, new people, new opportunities. All these only result if you have an open visor. Who knows if you will not slip into a big business with the next contact you make? Maybe this person is looking for someone with whom he/she can realize a big project with? Be always open to new things, thankful for every opportunity. They could change your life.

The one important point in your Mindset is also the following: Doing! Here we are facing it once again! This fact runs through your life. Do it! Just do it! No matter which idea you have: If it is not completely wrong, it has a huge potential. There are certainly countless people out there who would be interested in what you do. Look at the diversity of our cultures, our products, our food. Why is there millions of variants of one product? There will always be people who value extravagance, support crazy ideas, or just wait for your idea to be born. But the most important thing for your success is, that you need to do for your success what has to be done! It is simply the "doing"! You have to do it. You have to start with it and really do it. It took me three tries to write this book until I really knew I had to finish it because I wanted to help people out there who lost their courage or just did not feel like their standard life. Just do it. Before you do it, nothing will happen. Nothing! Zero! Nothing will change. There will not be anyone coming tomorrow to build your business and give it to you. You wake up tomorrow as you woke up today and go to bed the same way you do today. It does not change anything. That's what you might not have understood before. Nothing changes just by itself. You do not become muscular by your own, not richer, not better. You have to do something for it. And because

that's uncomfortable, you're struggling, and you are annoyed rather than finally changing things. The time when you are annoyed with yourself, depressed, dissatisfied and unhappy, this time ... take 50% of it, and you could already have built anything that would have brought you one step closer to your goal. Instead of five hours to complain about how good fortune is for others and how bad it is for you, take only two hours from them, and damn well do something productive. Then you still have three hours left to do strange things.

You always want change something or have to be changed more to say, but do not do anything for it. How then should it be possible to change your life? Holy gift? Sorcery? Bullshit! The life you live now is the product of what you have done so far. How can tomorrow be changed if you do the same things as yesterday? You buy rice today and you want to eat lasagna tomorrow. Does not work like that! Were not the years before proof enough to show you that you are not moving forward with this kind of thinking and with this kind of act?

You always talk about starting tomorrow. Tomorrow I will ... wrong! Start now! Not just today, now! Write down immediately three things that you want to change from now on!

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Write down what changes might occur when you change these things directly. You want to stop smoking? Write it down here immediately and think about what you can do with this saved money per month. In case of doubt: save! Any pack of cigarettes a week might cost you 8 Dollars. That makes 32 Dollars a month. That's 320 Dollars a year. That's 3200 Dollars in 10 years. Think about what you could have gotten out of this money thanks to the compounding effect. Keep in mind that every Dollars saved means a major impact on the ultimate yield of compounded interest.

So, did you complete the list? What do you want to change now and what impact would that change has on your life? Write it down briefly, but in such a way that you immediately have a clear picture in front of your eyes. Send me this list by email. In a month and a year, we will draw a conclusion. Did you really change it immediately? Did you do that what was possible? If not, your goals were unrealistic, or you were lazybones and did not pull it off again. Then you have learned nothing. You will find my email at the end of this book.

Did you reach the goal? Or almost reached? Damn, then you finally strapped it and see how it works. Things do not come from one day to the next. Also, partial successes are successes. They bring you closer to your goal. Closer than you could have achieved by your messed up everyday life. That's how things work! Not otherwise! You will not see your achievements tomorrow, but next week. And next month they are even clearer. And next year it will bear fruit. And in five years you will see that it was the best decision of your life.

You have to flip your switch. Want to change something, must you change anything. By itself, nothing happens, except that the hamster wheel continues to turn for you and you eventually die. Otherwise, nothing happens by itself. It's really uncomfortable, especially if you're used to doing things the way you used to. But you want more. You want to go to the next level. Then you have to do what is necessary.

Concerning time

How often do I hear from people that they just do not have time to do things, build something, create something. Do you have time? Do you have enough time to do something?

Jeff Bezos, founder of Amazon, richest person in the world ... Does he have more time than you? Does he have 26 hours a day and you only have 24? That's nonsense, right! But why you act then as if it would be so? How much time do you have to create something like Jeff Bezos did? Just as many hours a day as he does. Not a single millisecond more or less. Exactly the same time! It just depends on two little things: what you start with your time and how you deal with time. Nothing else. One has something to do with prioritizing, the other with organizing.

Prioritizing means that you settle your tasks and things in a specific order. There are many helpful books on this, helping you how to prioritize your tasks in the best way. Short summary now here from me: start with the most important and most urgent and put the rest once behind. The whole thing has two effects: First, you will no longer do some things that just have a minor relevance to you. Either completely abandon and forget that they even exist without feeling an incision in your life, or even to do it later, if you have taken care of everything important before. By doing so you realize how nonsensical this activity was and how much it has robbed you of time without adding value. Sometimes you even realize that you also benefit from it if you omit them. Second, you get the really important things really settled when you can get the best performance, so that the important things really are done very well. These should be things that provide great value for you or for others.

How do you find out which tasks are important to you or for the people around you? Just ask yourself the following questions:

Why am I doing this?

What use do I have of it?

What benefit do other people have that are important to me?

How much time does it cost me?

How much money does it cost me?

How much time and money does it bring me?

How does it help me achieve my overall goals?

What happens if I omit this activity?

What can I do better instead?

By asking yourself these questions, you are mentally copying the process and really wondering what benefits this activity will bring to you. By doing so, you attach a certain amount of importance to each activity: either more or less. And when it's less important, you automatically question it and think about what you can do instead of making it more meaningful. So you call yourselves as far as possible all processes before your mental eye and live through them consciously. The time that you invest in these considerations is temporizing. The potential of saving time by prioritizing tasks is huge. You invest one hour of consideration and get five hours of saved time!

Start spending most of your time on things that will help you, or at least make you happy, instead of wasting them on things that make you seemingly "happy" for just a short period of time. 80% of your time should do just that. Not less. The other 20% can be used for other tasks. For those who are fun, even if they do not help you. However, these times should always be lived consciously. Be aware that they are good for you instead of obscuring your view. On closer inspection, however, it turns out that they often only fool you. Make sure that they are not things that are so superficial, so that you are in truth draw from any personal, objective or emotional benefits and are still just as dissatisfied as before. You almost stupefy yourself only for a short time, to distract from your actual plan. It is not nice to fool yourself, or what do you think?

It is your job to confront the activities you do during the day, and to consider what kind of activities they are and how much you need them.

Direct results of processes

And now, unfortunately, I have very bad news for you: And yes, this is a lock method to make you very aware of what's coming now. So, full attention and read what I write here right now:

The bad news for you is that, unfortunately, everything, and indeed everything, is subject to a process in your life. And that's really a problem, it seems. That's a big problem for you. Because that means that you often cannot change things from one day to the next, or just do not see the results directly. Reprogramming habits takes days to weeks to get them off the hook and even become routine and bring you blessings. Changing things in your life takes weeks, maybe months, even years. It usually takes months or years to get to know the partner for life. The time from the first meeting to a committed relationship is usually a long process. To lose weight, to gain weight, to train for a marathon, to prepare a lavish meal. Nothing happens from one second to the other. But that's a good thing, because it gives us time to reflect, improve, and ultimately deliver some great results. This process distinguishes between creators and losers. Losers fail on the way, not because they cannot get it, but because they are too lazy, too undisciplined or just too unmotivated. And that's good, too! Because the money they do not earn is the money we can make even easier. The chances they do not take advantage of are the opportunities that you can now take advantage of. And the life, what they cannot live is the life you can live now. Before reading this book, you may have been one of the losers who have always given up. At least when it comes to the really big plans in life. But now you have decided to belong to the creators. Now you want to change something. Now you will change something!

Processes are often uncomfortable because they do not provide direct feedback, at least most often. The human being nowadays is used to get direct feedback due to the technical opportunities. Getting information right now at the internet, receiving same day deliveries. Everything is direct and fast. You are simply not accustomed to processes which work out and get the results later. But some things we cannot change. Some things, such as habits, overweight, the driver's license, they do not go from one day to the next. You have to be prepared to work for things whose results and achievements will only become visible in the near future. This is not comfortable, like nothing here on this reading, because you just do not see directly for what you are doing it, because you do not feel like something changes immediately. The results will come out later. That's uncomfortable. And that's why your mindset is so important. Because it keeps you motivated and pumped, because you know that something will change. Because you trust the process and the laws of nature, that there is always a cause-and-effect principle. This is the key that will take you further and motivates you, keeps you on the ball, and that is the factor, which leads to success.

Out of 82,000,000 people in Germany, there are 1,000,000 millionaires. Not because they are particularly talented or especially lucky, no. But because they understand that things are

processes and these processes are crucial for being successful. They understand that today one has to do something to live in prosperity in five years. They understand that they are working for something that is not finished tomorrow, but in five years and then will enable a life they dream of now, and that until the end of their days.

Some things in this book may seem a bit abstract. And when you talk about it with other people, it may be that these people have no idea of it, too! They consider it as superficial, and perhaps mock it. I think you should recommend them to deal with their lives or maybe read this book if it helped you. Because there is a reason why only 1 million people out of 82 million people in Germany are millionaires, and not the other way around. It shows that just one person out of 82 people may think like you. Who should you listen to? To the general public, the majority? Definitely not!

That many people think as you have thought before, and many people live the way you have lived before, that you have already experienced I guess. Since you do not want to live like you have been doing so far you need to change something. Even if it is uncomfortable, even if it sometimes seems too hard for you. Remember: 1 of 82. If you do not want to belong to the 81, but you thought like the 81 people so far, then try to figure out if the 1 of 82 might not have done it any other way, consider whether she or he might not had the same thoughts as you have now, and then just did it, did something different than yesterday to change his/her tomorrow. Think about what you can change to not be one of 81, but to be different than 81 people.

Think of it as in a garden in front you: You pour the roots every day because you know that from their bulbs beautiful flowers will arise. Because you have already seen that it exists and because you rely on the nature of the thing. The cause-and-effect principle. Even if you do not see anything today, you pour these roots, day after day, so that it in some weeks is a beautiful field of flowers. So breathe yourself, every day, so that you can become a happy person in the future.

Is there something like luck?

Yes, there is something like luck. But no, it's not what lazy people mean by it. What do lazy people understand by that? They imagine, happiness is something like fate. A higher power, a given, which just make one (but more often than the others, not you) happy and successful. As if by magic, by a higher power. Fate, too. It seems like you have no control over it. So it would just happen. Purely by accident. And if the coincidence is positive, then it was luck! Not only luck, destiny. And the bad thing about this happy fate is that it only ever happens to the others. Never yourself! You are never lucky. Only the others! The others have rich parents, better living conditions, a better boss, a lavish pay. Mostly this has to do with luck. Do you sometimes associate these things with happiness? Do you connect luck with being happy? If so, then you

have such an incredibly big mistake in your mind that we really need to clean up. And that's really important. So let's talk about it directly.

The adjective to happiness is happy. You know what it means to be happy. Somewhere in the direction of satisfaction, fulfilled. So, you're lucky if you're happy. It is like being envious, if you envy. Right? Right! So, we already have the solution. Happiness is not what happens to us, happiness is what we feel, what's going on in us. External circumstances can never be happiness, happiness can only be felt in us. Sounds very spiritual, but it is not at all. Happiness is an emotional perception, not a superficial process.

Your friend got the offer from her boss to fly to Thailand next week. She is lucky that she gets the offer. Your colleague just has incredible fear of flying and thinks that she cannot cancel this flight because her reputation or even her job depends on it. Is she still lucky? Is she still in a happy position? You see, everything is a matter of interpretation. And so happiness is, too. The lazy people describe things as luck, which the hard-working has fought hard for through constant work. The sluggard sees luck in things that other people have, for which he or she was not willing enough to fight for or even gave up. The price is too high for this "luck". The Lazy Man does not see what kind of hardworking person's work is in his life, while others do not watch. The Lazy sees the tip of the iceberg, while the hard-working swims to the bottom.

What you regard as luck is nothing more than an excuse to talk up your situation without giving effort to your real goals. You stun associated inconveniences. Luck is almost a nonsense. It misjudges the work of the brave and industrious people. It offends the doers. Luck would have to be deleted from our vocabulary. Being happy is the only thing that can be used. Or should be used.

Why? Because luck seems to mean something different for everyone. Certainly, we agree in some things because we might have similar goals or motivations. This also means that we could now and then strive for the same happiness. But if we take a closer look, luck means something else to you than to me. And that's proven scientifically! Happiness is always in your eye lucky because you never know what your counterpart thinks of it, what he or she has to worry about, or what feeling she/he combines with what you call good luck and what things proceed in his or her head. Since every person thinks different, happiness is always defined differently.

Happiness is the inner attitude. And that is probably the best way to form a happy state, if you look at things so that they can mean happiness for you. So it may be lucky that you missed this train, because you could have made a very unpleasant acquaintance with an intrusive person there. It may be lucky that you did not get the job, as due to this you come across with a new job that gives you a lot more opportunities to achieve what you want to achieve. So your idea of happiness should be able to reorient itself. So, being happy also means adapting to changing circumstances.

This also means that your attitude to happiness affects how many happy moments you will experience. That's logical, right? Happiness can be a self-fulfilling prophecy, happiness depends

on your attitude to happiness. Will you agree with me? Then I'm lucky you agree with me. Because I'm happy if I can give to you what happiness really means.

Luck is no fate, certainly no coincidence. As you have just seen, it is always just a product of your inner attitude. Likewise, you could certainly understand that happiness does not mean the same to everyone. So how can happiness be destiny then? Or coincidence?

Then you assume that a higher authority governs your life. This way of thinking is only acceptable if you are a believer anyway. Whether you are, or you are not, it does not matter. But it does matter if your beliefs contradict each other. Happiness is pure determined by your inner attitude. And does anyone know about your inner attitude other than yourself? Does this also determine a higher instance? If so, then you are really very religious. If you think that only you decide, and that in turn determines happiness and unhappiness, then ultimately you decide whether you're lucky or not. Is that right?

So, happiness is just the product of an inner attitude, and the inner attitude is the product of yourself. Something that only you can influence and what you can freely choose. Means that you can take your luck completely autonomously in the hand. Please write me an email if I have incorporated a mental or logical error here. But actually, the causal connections are clear. And the derivation of it also consistent. So where is the error in the matrix? Then why are you not happy, although you can decide for yourself?

The mistake in the matrix is, and now it's getting tough, 100% on yourself! Because the main problem is that your ideas and expectations do not match your motivation and your will. And that makes you unhappy or leaves you with no luck or much more "feel" no luck. How can you be lucky if your inner attitude is not seeking happiness? Is it possible that you do not consider some things as luck? Maybe luck is closing in on you because you are not off for it. Since you do not know what happiness means to you. Have you ever thought about what happiness is for you? In which situations would you wish yourself luck?

Please summarize briefly what exactly means luck for you. Write down what you feel is happiness. Make sure that you describe handy things, concrete situations or states.

And now answer the following questions yourself:

What are you doing to find that happiness? What have you been up to now or are you ready to do today to experience this happiness? Please write down three things that you have already done for happiness. And these things should be concrete. Not: I want to get rich - and have been playing lotto all my life ...

Even lottery is not pure "luck". Lotto playing is gambling by chance. You are relying on statistics here. You're willing to take on a 1 to 14 million winning percentage. What are you currently doing to be lucky tomorrow? Or even today? When and where do you wish to be lucky? And

do you even realize your happiness then? Do you perceive every moment of happiness that you experience every day? Do not you think that your everyday life is the meaning of luck and happiness for other people who are not feeling well? Everybody sees in happiness something else, because he/she comes from other circumstances, has lived through other situations. And that is why only every person can decide for themselves what happiness means to one. So, where are you lucky today?

Important for you is: What do you consider happiness and where do you wish you luck? What are you doing specifically for that? How many times have you done something for it? If all what you do is not contributes to happiness, so it contributes to non-happiness, which side outweighs then? I know, you're just thinking: That's all a matter of interpretation. If you should think that, then I totally agree with you. Yes, that is a matter of interpretation. But that's exactly why you should be able to interpret your luck yourself.

Happiness is a matter of attitude. Happiness is your attitude thing! Something that is reserved for anyone. Happiness is something that befalls you if you attack it. Happiness is not coincidence, it has something to do with effort. Effort will bring you luck if everything else has a break. Luck is a win you can earn. And this victory is not meant for those who are "lucky." Happiness is the price you get when you put the hard work into something when no one is watching.

It only takes a moment for you to be lucky. Just one moment, that's all it takes to make a decision, to be lucky. It only takes a moment to be strong, a moment where you can be different from the others. Lucky, no matter what. Happiness is just a matter of attitude.

Happiness is what happens deep inside of you when you are tired of misfortune. If you are tired of having no luck anymore. Happiness is when your yearning for victory, for happiness, for wealth, is greater than your greatest excuse, your greatest fear, your worst habit. You deserve happiness! Happiness is yours! Take what belongs to you!

Diligence or talent? What wins?

Diligence wins. We can actually finish the chapter with that. Main statement is made. However, I would like to do something about this fact in order to anchor it in your head and establish it in your life.

We often talk about other people having much better conditions for everything. He or she already has more money from home, has richly inherited or rich parents. The one or the other is very pretty by nature, has already been born in the cradle. The other is the born salesperson.

If we are looking for excuses, we will find some. Excuses why things come naturally to other people and you have to work so hard for everything. The most poisonous word in this context is the word talent. How often do I hear that someone else has talent for something, and that everything is so easy for her/him. How often do I hear that he or she is lucky and on top of that even blessed with talent? This is a combination I would like to bless the time immediately. What does talent help you for?

Talent means that you can do something automatically better than others without having to do something about it. I admit, I also think that there is something like talent. But only if it is innate. A singing talent, I can still live with that. Spontaneously no other kind of talent occurs I could so readily accept as this one. Sales talents do not exist, everything trained! Does talent make you a better person? Does talent help you to pay your bills? Do you need talent to start a business? Have you ever heard that there is a talent for starting and reselling businesses? Or have you often heard that there are diligent, motivated and committed people who achieve this?

It may be that there can be something like talent. And it may be easier for some people, which makes it harder for you. But it is not true that they can do things automatically better than. We talked about that the easier way is not always the better one. Even talent does not help you to rip your buttocks open every day for your goals. If you have a sewing talent, but now there are sewing machines or 3D printers that will put your clothes together, how can talent help you?

Talent always helps you to a certain limit. After that, talent is no longer enough.

Do you sometimes have the feeling that some people are just so successful? Even at school, there were a few who never had to study for their exams, but still wrote good grades while you worked your way up for average performances? That was always unfair.

Do you experience it from time to time that someone does exactly the same work as you, and then still gets the benefit? At work, for example? Your colleague does exactly the same as you, only she gets the salary increase or the promotion? Or at least praise? And you go out empty again. Do you know that, that others can do some things better automatically? They perform well without really having to invest a lot. In the job, in sports, in relationships ... Some people just find things easier, while you have to dig for every last bit of results. Is that fair?

Yes, this is fair. We often just talk about this darn talent. Talent seems to be an innate ability to be good at something without having to train hard or invest a lot. Talent is often vilified by people who say they have no talent. They were not so blessed by God with such great abilities. Everything is hard work for them. They only advance by diligence. And to keep up, the missing talent must be compensated with additional diligence. And often the diligence and the associated effort seem to be so awfully big that we do not even try it, but simply leave it to the talented people. They have the much better starting situation anyway. Let's say a talented person will compete with a diligent one. Both in the field where the talented person has its talent. If they are struggling for the better result, who do you think would have the upper hand?

Hard to say, right? You're probably torn. Of course, the talented has a very good starting position. But to have a talent does not mean to achieve a very good result.

In addition, the hard-working is not to be underestimated: Although he is not endowed with a natural talent, but who knows how much training he has completed, how much time and how much sweat he has invested to make great progress. The talented man who moderately invests in his progress faces the hard-working man who burns for it and gives his all to get ahead. Who do you think wins?

I am convinced that the diligent man wins. Why? Very easily! Because the hard-working one is hungry, hungrier than the talented one can ever be. The hard-working has already invested so much in his progress. You do not believe that he would let the victory take away now, right? Do you think that the hard-working man has come so far as to leave the field second? I do not think so.

Also: What about the resilience? The talented person is accustomed to using his ability to master the everyday challenges. That's it. The hard-working man is used to fighting hard for his progress. Now, if there is a bigger challenge for both, the talented person may be overwhelmed because he is not used to having to do such a job. He will probably face a very big challenge.

The hard-working, on the other hand, is used to fighting for something. Even bigger challenges pose no problems for him. Who do you think will tackle the challenge with more ambition?

I think you understand what I want to tell you. Talent is good and can help you to have a slightly easier starting position if you want to make progress. It does not matter how much and what talent you have. You always have the disadvantage over the diligent. He/she burns more, he/she is more ambitious, he/she is hungrier. As a result, the hard-working player fights more, because victory means more. And that in turn means that the diligent person will win the fight as well.

Diligence always triumphs over talent. It has always been like that and it will always be like this. Because it's your head that makes you win, not some talent. Talent does not make you wake up earlier in the morning and go to bed later in the evening to work on your goals. It is diligence and discipline. Nothing different. Nothing else will motivate you as much as your own success, the hard work you put into something. And the fruits you will reap are a lot sweeter than the ones you get through something like talent or luck.

Discipline and diligence give you more and more lasting effect, a foundation on which you can build. Talent lets you freeze, gives you no incentive to really bite you. There is almost nothing in this world that you cannot learn. It's always just a matter of diligence and discipline. And that

makes you better than any other person in the world. You just have to be hungrier than any other human in the world.

Take chances

That's probably one of the most difficult chapters we are talking about here. Take advantage of opportunities, leave opportunities, see opportunities, work out, enable. This is a topic that can certainly fill books about books. Nevertheless, we should look at it as it is really an important part of your project . The project to improve your life.

We do not need to discuss extensively the philosophical meaning of an opportunity here. I think we can agree that a chance of positive interpretation is a possibility that will give you a correspondingly fruitful result. The word chance is pretty much never (I would not know where) used negatively, but it always implies only that the outcome can be positive as intended. That's why we only really connect it with good opportunities for us. We look forward to receiving great opportunities and then using them accordingly.

You are also likely to be looking for opportunities. Opportunities that help you, that are good for you, that make things happen. However, your willingness to take advantage of opportunities also remains limited. Right? Because you always ponder beforehand how good this opportunity is whether it is worthwhile to seize this opportunity, if it is worth it to take the chance, and what risks or, let's call it inconveniences, they are connected with. The most convenient opportunity is to achieve the maximum return with minimal effort and risk. Fits like that, right?

I agree. Why complicated, if it is easy. If you can get to your destination without really having to do much, then that is certainly (and I am convinced) much better than if it is very uncomfortable or you have to sacrifice much for it. Why, if you do not have to? I think that makes sense.

So basically, we have different types of chances that could not be more different. Either we have to develop or get really good opportunities, where we take very little risk and get a big return, or we have to find opportunities that are smaller, but also less risky. Or we can find those that are riskier, but also provide us with a healthy return, and we try to reduce or eliminate the risk as best we can. I think we can limit the choice to two chances. The big, safe and the small, safe. If we have a choice between low-risk and high-risk, we certainly take the low-risk if the return is the same.

If you have to choose between these two now: Are you looking for large, secure opportunities or small, secure chances? No matter what you have been looking for and what makes more sense and convenience to you. Think briefly: Which of these cases occurs more frequently? Big chances that are foolhardy, or smaller chances that might be good, but maybe a little more uncomfortable? Think maybe also, on what kind of opportunities you are mostly encountered so far.

Probably the majority is represented by the small chances, right? What does that mean for you? There are a lot of smaller opportunities that are often low-risk, but sometimes quite uncomfortable, than larger opportunities that require little risk. I am sure that this is not just a phenomenon that is facing you, but one that is known to every human being. So now it depends on what we extract from this information.

Should you rather wait for these big opportunities or try to use the little ones as best they can? By reference to the wording of the question you recognize what I want you to answer. I want you to take advantage of the small opportunities and create your big opportunity from these

small opportunities. Now, before you bored and put this book away, trust me and give me a few minutes of your time, so I can bring this to you. I promise you that this will be the best and the most concrete tip I can give you and that will change your life. Certainly!

So, we agree that the small opportunities are much more common than the bigger ones. And the riskier opportunities are more inconvenient for you than the sure opportunities. Right? Well, in another context, we already talked about the fact that more risk usually goes hand in hand with a bigger profit. Now, of course, the question is how you can benefit from this situation maximum. So, it makes more sense to focus on the small opportunities, as they simply occur in the multitude and in the mass probably trigger a larger effect than single, few great opportunities. Quite simply, because of the effect of the mass you also have a greater profit opportunity, even if they can possibly leverage up each other. If you are already benefiting from a chance and getting better, have more money, or are enriched with experience, it opens the door to further opportunities. The old chances, which were offered to you, remain so, because you keep the basic structure further and they were already there before you took other chances. So you profit from one chance and maintain the other ones. But now that you're one step ahead, and from the one chance you took it created already value for you, no matter in what way, it will also be able to generate new opportunities for you. They therefore favor each other. That's what I call the compound interest effect of the opportunities. The more chances you have, and the more chances you make, the more chances you will get and give you even more chances and more chances. And the more opportunities you have in general, the higher the likelihood that the risk-free opportunity will occur, right? With your new experience, more money, and more skills, you'll be open to new opportunities and look out for those new opportunities you did not recognize before. And of course, that, according to mathematical laws of statistics, reveals a much greater chance of getting the really perfect big chance.

In addition: The opportunity to fail is always given. This also means that without having really dealt with the subject matter, you could also risk a low-risk big opportunity. The one you may have been waiting for years. That would be naturally doubly annoying. So, you'd better use a few minor opportunities to prove yourself, and even use them successfully, to bring the accumulated resources and experiences into new, perhaps bigger, opportunities and make a positive end result more likely.

Think of it like in football: Do you prefer to have a big chance against the opposing team or have many smaller chances? The big chance can also be forgiven. And there goes the game... If your opponent scores even one goal, then that's your sure defeat. With many small chances, the risk of not scoring may be a bit bigger, but you still have the chance to score after a few chances. Especially since you can win a draw if necessary or even out of a deficit. And you can get better and better with all your little chances, so that you can make a big chance out of a small chance. Do you understand the picture behind it?

With a single big chance, it depends on how you only make that one decision at this time in this place. If you do not meet them optimally, the chance is over. And you wait years or decades for a new opportunity like that. But what about if you take a small chance? Try to convert it. Whether it succeeds or not: The next smaller chance cannot be long in coming.

Opportunities necessitate each other, as you come through one to another. And who says that you cannot use a small chance perfectly? You have, as in football, even with every small chance

the opportunity to deliver a good move and perform an extremely dangerous attack. You can always improve your attack, so even the small chances become big opportunities. And when you're ready, that you're very confident, and you've made a big chance out of every small opportunity, then yes, you're ready to turn those big opportunities into reality as well. Because you make every little one a great opportunity!

What is this all about? Concretely: Do not waste your life waiting: Waiting for the right decision, waiting for the right opportunity. You will not find it because you are not looking for it when you wait. And even if it comes, you will not recognize it. Your chances detection system is completely asleep, even stunted, if you are not always looking for opportunities. Even the biggest chance hisses past you, without noticing it. If you look for it, you will always find smaller things that can catapult you up.

Are you looking for luck, are you looking for the four-leaf clover, then you have to start, as a basic requirement, to search. And on this path, you will surely find some more beautiful flowers that will lead you to other flower fields. And you find these flowers so beautiful that you can find even more interesting plants in the new fields. And you look for their roots and they take you to a field where there are only perfect flowers. And you're glad you found them because you agreed on new things and were open to these new flowers. And then you want to pick one and take it home. And you bend down, softly push aside the floral style and suddenly, deep down, you'll find the four-leaf clover.

One is the big chance, the other the many small ones. Many little ones can transform into a great opportunity. And then you will be tested, able to recognize and convert them. But you have to look for them, because only those who seek, will find. What should you concretely do now? Search! And then? You should perfect yourself in transforming even small opportunities. This gives you the desired opportunity-compounding effect and diminishes always and more and more of this risk of which we initially spoke. Did you almost forget that it still exists, right? Mark my words! And that is the meaning. If at some point you are so brilliant at it and have perfected the converting of opportunities, then you will not notice the risks because they are no longer visible to you. And do you know how to call this phenomenon then? That's called routine! An action that you can do without really having to think about it in order to produce realizable results. If these results are now the product of opportunities that move you forward, and you are experienced into complete it successfully ... where would that bring you?

No, seriously, where would that get you? Please write it down right here. Maximum five sentences.

You see where the whole thing can get you, and you realize what power slumbers in it. And now you know at the latest, why it is important to use even small opportunities: Because through them you much more likely get the big opportunities.

Problems are challenges

Words just say who you want to be. Acts say who you are.

Please think about problems and write down three typical problems that you encounter again and again, that you have already encountered or might encounter as well:

Then please write down three challenges that you have to take up regularly, have to take up or might take up in the future:

The word problem causes a cascade of negative feelings in human beings. Even if we do not notice it, this word forms such a negative association frame in our subconscious mind, that we always "freak out" internally. Why is it that way and how can we tackle it?

It is simple: Because a problem always presents us with a challenge, and problems are usually unpleasant. There is hardly an example in which a problem can be considered reasonably positive. Problems are always onerous, overwhelming, unpleasant. And that's what our brain understood. Therefore, as soon as we hear that word, we always switch directly to confrontation, repulsion, or other defenses available to us.

This is a thought construct that certainly will not get us any further. Because not only does it not make us think clearly and solution-oriented anymore, but also that it demotivates us to take a next step. Problems are always onerous.

The situation is different when problems are no longer perceived as such. And the keyword has already fallen above. It becomes more interesting for you when problems become challenges. You now think, " That's just another word for it". Roughly speaking, you're completely right! Despite that, you must surely admit that the word challenge gives you a very different feeling than the word problem, right? Even if it happens subconsciously, for the most part, flashing a small part of in d a confidence and gives you a different association.

What things have you written about the respective word? How different are they? I am not able to know what you wrote down there, but I know that you look at these two groups completely different. Maybe you just made it easy for yourself and filled out both of these structures with the same things. But maybe you have noticed the difference.

The "problem-section" and the things you put into it are really stressful, hard, they make you feel awkward. They are very heavy on you or your situation. If you could, you would it a wide berth. Challenges, on the other hand, are challenging. Surely, they need a lot of resources, but

you think they are definitely sustainable. And you're also relatively sure that you're going to cope with it, right? Challenges are not that hard, psychologically seen, they are not quite as debilitating as problems. Considering a challenge means there is always the possibility of triumphing. This basically gives us a better feeling for the whole approach.

In case of problems, we doubt if and what their outcome will be. We hope for the best for us, but we are not so sure. That's different when it comes to challenges. We are already more convinced that we can do it. There is still some hope and faith.

And now comes the trick: If we said above that problems confront us with challenges, then challenges are nothing but the result of problems. For us, that means that every problem leads to a challenge, but not every challenge becomes a problem. So, what can you actually learn from it? Very easy! Now there are no more problems for you. Because they no longer have permission to exist. It's an unnecessary word, a misleading fact, when every problem ends in a challenge. By considering that every problem is merely a challenge, you will be able to perceive the world with completely different eyes.

Challenges challenge us, they tickle everything out of us, but we are willing to master them because we are determined to emerge victorious. We know that we can meet virtually any challenge: It's a race, a competition with and around ourselves. Humans love competitions, because they like to compare themselves. They also love being challenged and getting better and stronger out of every comparison.

What happens when you see all of your problems as challenges? First, you're willing to tackle them and you're ready to fight for the challenge. And secondly, you look for solutions, because you can meet this challenge and you can make it. You will make it, respectively.

You no longer question why this challenge is facing you and whether you can master it, but you are considering how to master this challenge. Just swap the word "if" for the word "how". The "how" presupposes that you can do it, it is only unclear in what way. There's a word "if," which also causes failure. And failure is not an option with what you should content yourself. So make sure to ask only how you can accomplish something and not whether you can do something.

Pareto Principle

The Pareto principle states that you can achieve 80% of the result with 20% effort. For the remaining 20% of the result you need 80% of your effort.

This principle is not chosen by chance, but it is a phenomenon that is observed again and again. It teaches us basically two things: things that are 100% output-driven and are of extraordinary relevance, the full 100% effort is needed. Since they are therefore very resource-intensive, the effort for these activities must always be worthwhile.

What are your activities for which you have to give 100%?

Write them down here:

Which activities do you think an 80% effort-input would be sufficient? These are tasks that can be handled routinely, or even the extent and requirements are very reasonable so that you can take them with that amount of effort. A cautious example: Housework that is not evaluated and is a purely reference task can be processed according to the Pareto principle. This will save you a lot of time and nerves. A master's thesis should then get the full 100%. This is not a recommendation, that a housework that are not rated should only be processed with little effort. It is much more about the relationship between the different priorities of input and output.

What is the meaning behind it? And why can the Pareto principle be of advantage to you? Often, you are too much concerned with unimportant things that are not of concern, that do not make you happy, or that do not advance you. Often you lose yourself in small detail for something that is not important to you or that does not affect you or your life neither the lives of others. And these things simply take unnecessary time, money and cause stress, which is missing then for the really important things.

For this reason, it helps you to write down a few things that only require your 20% effort, and which still need another 80%.

Think about what things can now be done with the 80/20 principle (80% result with 20% effort) and write them down here:

In addition, think about which of your written things really help you to advance.

Now you have an overview of which processes are important to you, and which ones are not. Consciously thinking through your actions gives you an awareness of what really advances you, what matters to you, and what is just a waste of time. Because an 80% result does not mean that you are leaving something incomplete or doing something unscrupulously, it means that you should not lose yourself in detail and put the time saved into something that is really important and meaningful to you.

Do I want success? Success grows still lonely ...

... or it sorts out the people from your life who do not support you. Like so much in the world, everything is a matter of opinion, a matter of perspective, pure interpretation. The urge to so often demonized self-realization, the total dedication to success and the constant work, all of which means that at some point you have no friends and are only on your own. It is lonely at the top. Is that what you think? Admit it: You might have thought that... or maybe not. The fact is that these prejudices are incredibly useless and so often explored and claimed by people who are not willing to fight for their goals, and prefer to badmouth things, instead of facing reality and dealing with it.

Let's be honest: Are you really convinced that you will lose your really good Friends if you now accelerate fully to achieve your goals? Will they oppose you and think you are stupid if you want to fulfill yourself and fight hard for your goals? Do they think that's stupid in any way? Or would they rather find it enviable, disciplined, brave, and do not only respect your work, but also appreciating it? No matter what your friends do about these things, what do you want them to do? Do you wish that they deprive your work and badmouth your success? Or do you hope for support, motivational words, respect and, if necessary, appreciation for what you have accomplished?

This is where the wheat is separated from the chaff. There will always be people who do not want to leave their comfort zone and say they cannot. Bullshit! You are just the living example of how to do it. There will always be people who badmouth other people, so that they feel better themselves. Because if they stand alone down there, it will be cold and lonely. That is why they are trying to keep everyone down as much as they could and somehow influence them. Because then, you're in society and you can cover up the negativity and sadness of your own person with this society. Just hiding it in the bulk. There will always be people who are dissatisfied with their lives but would rather dissatisfy you, so that they are not lonely with their stance. As a self-made solution, instead of changing something.

However, there will always be people who appreciate the work you do. There are people who respect you, they accept you, they admire you. There are people who encourage you, motivate you, accompany you no matter where you are.

And there are people who do not care what added value you give to other people, what things you create, and what work you do. For them friendship is just about how much they can count on you vice versa and how close your relationship is.

With which people would you like to surround yourself? Without being a clairvoyant, I suspect that you want to surround yourself with the second and third kind of people. But do you already

do that? It's mean, sometimes hurtful, but never unfair to worry about what kind of people you're just surrounding yourself with. For that reason, you should think about which people are close to you, and which ones you want to surround yourself with. And then look at how these two overlaps.

Which type of person do you believe represents the second and third group? People who are dissatisfied with their lives, do not get things managed on their own, are lazy and have no initiative? Maybe these are partly people who can be found in the third group. But how much do you think such people are motivated to help you if they do not move forward themselves? This is going to be pretty mean now, but how much do you think these people can motivate you and help you to reach your goals? I can imagine that it will be partially limited in terms of the effectiveness of their actions. And before I receive numerous complaints now, I would like to confirm that friendship is always about unconditional friendship, not what you can extract for one value. Fortunately, I agree. But depending on the character of your friends you should differ with whom you discuss some topics and with whom not. In what relationship to which friend do you get more value concerning a specific topic, maybe love, maybe life. But which friend is suitable for talking about business and success?

In plain language, if you have people in your surrounding that are lazy and without initiative, you should not talk to them about your path to becoming a guarantor of success. You can try it, but you will only reap negativity and criticism. These people will give you nothing but destructiveness and dissatisfaction in this area. They do not intend this (usually not), but their cosmos does not allow for a different opinion. This is fatal, but unfortunately the attitude of many people out there. You can have fun with these people and take care of other things in this world. But not when it comes to success. You can have fun with them in other areas of life. That's great. But at least you have to identify these people once, so you know what you can and cannot appreciate about them.

Other people are even hungry for success, like you. They themselves strive for development and seek for opportunities and challenges. They not only understand you very well, they also want to take you further. They know the law of attraction: if you do good, good will happen to you. They attach great on you and your self-realization, because they know that it will make you a happy person. And because they themselves have or want to do this experience, it is logical that they are also willing to assist you. Do you think that you can or should talk to these kinds of people better about your development? If your answer was intuitively YES, then you're absolutely right! With this kind of people, you can build a very inspiring and value creating relationship. They advance you because you also advance them. This is called giving and taking. I do not have to explain the principle behind it, I guess. Of course, this type of people will be better able to motivate, excite, and, above all, better able to support you when it comes to succeeding. These are not "the better humans" at all, but simply the type of persons that can advance you in this area.

Other people may be able to complement you in other areas, and you value their qualities in them, but when it comes to value-sharing about your success, the choice is different.

Please do not get me wrong: You shall have every kind of person as a friend with whom you like to spend time and who do you good, but you have to differentiate clearly which ones belong to which group and in what area they could give you advice or should give you advice. And then you should only cultivate with the people the exchange of information in the respective area, of which you are convinced that she/he brings you further, either by a good feeling, positive influence or direct, value-creating benefits. No matter what kind of relationship you have with your friends, all you have to do is know what you cherish and what you appreciate.

Because little is worse in this world, as having people in your surrounding who want to see fail. Fail because they themselves are not able to climb out of their comfort zone and bring about their lives. Fail because they do not want to be alone at the bottom while you are on your way to the top. They want to see you fail because it's so much easier than getting things done on their own. But they will always be where they are now and will never know what it really means to be happy, never find out what life truly holds for them. There is no reason to listen to these people, no reason to live by their principles. The way you go is full of challenges and opportunities for which you can use your power excellently. Do not let people into your life who discourage you and take off your strength. Do not let people into your life who pull you down. No people who want to destroy you.

Yes, success can make you lonely. It separates you from the people who do not care for you. It just selects. You're able to keep in contact to many true friendships (if you want to) when you realize that everything is right around you with this relationship except for the eagerness to succeed. That's okay, but she or he will not be your companion on this path that you chose. Success is lonely, because only a very few are willing to give what it requires, to step out from their convenience. They will try to keep you down, to extinguish the flame that is burning in you. They do not want, albeit "subconsciously," that you are successful because it is uncomfortable for them to be confronted with this. Because then, they feel alone and that creates the feeling of being lonely. Nobody wants to be lonely. Because no one will be there to look with them for excuses, to paint the world black and to bathe in dissatisfaction. And supposedly "feel good" there. Success makes you lonely, because you're ready to accelerate, to move forward and live the life it has to offer. No 9-to-5 job, not chasing the invoices on a monthly basis and work to go to service these liabilities for a lifetime. That's why success makes you lonely. Are you ready to accept this loneliness?

YES, IT IS TRUE THEN. SUCCESS MAKES YOU LONELY. NOT YOU, BUT THE PEOPLE WHO ARE NOT READY TO MAKE SOMETHING OUT OF THEIR LIFE.

They become lonely because they have chosen their way to stay there.

You are a wolf. And that phrase says you're hungry, that you're ready to fight, no matter what. A wolf is a winner. But a wolf is also a pack animal. It is looking for the wolf pack. And if you are a wolf, then you will also find your wolf pack. Your herd, protecting you, bringing you forward, helping you to make the most out of yourself. And the best thing is: You decide who is in your wolf pack and who is not. There will always be people in your life who support you, cherish you, and who will help you to move forward. But there will also always be people who do not advance you or who want to see you fail. Show them that they are wrong!

You decide with which people you surround yourself. You decide with which people you're exchanging information. But you cannot directly influence what kind of person enters your life. So learn to identify these people and learn to decide which person should accompany you on your journey.

Success makes lonely because many people do not understand what it means to develop themselves. Success makes you lonely because many people do not realize what life has in store for them. Success makes you lonely because many people are not prepared to fight for something like you do. Success makes you lonely because they will not understand why you work instead of watching TV or why you're doing sports instead of flat rate party. They will not understand why you want to succeed. But believe me: They want to know how you did it finally!

Success makes lonely, it selects the people who want to bring you to failure. The success and all the facets they come along with. Make sure that the people who hurt you are automatically left behind. Are you sad about this loss?

What type of person do you want to talk to? Which type of person should accompany you? You decide!

Be happy when you are alone

You've probably heard more often that you should be happy and satisfied with yourself so that you are able to love others, in a way that really matters. What do you think about this statement? Are you convinced that this is true, or do you think it is nonsense? Please answer the following questions first, before we move on.

Are you happy when you are alone?

Do you feel lonely when you are alone?

Are you alone as strong as in a group?

Can you spend time only with you?

Can you enjoy your time being alone?

Do you prefer group work of individual work?

What do you do with your time when you are alone?

The human is a herd animal. We either agree or are often confronted with this statement. This means that under natural circumstances we would rather be in a herd, surrounded by other people, than be a loner. And that is also actively practiced in our society. The teamwork we need in the job goes hand in hand with the desired diversification of all age groups, religions, origins, job descriptions and visions. "Together we are strong" is the motto. But is it really like that?

I think, frankly and honestly speaking, that it is true and that is exactly how it is. I think that through diversity and teamwork, we can often do much more and create more value than stand alone and doing all on yourself. Because in a team, many strengths can be combined with each other, which means that any weaknesses of one or the other can be compensated by the strengths of others. Sounds great at first. It is. But that just does not mean that you're just strong in the team or just happy when you're in your herd. The saying, "Love yourself before you can love others," takes on a whole new meaning as you begin to discover the benefits that are in it for you and for others.

Have you ever had a relationship, partnership, or any kind of cooperation in which you or your partner was totally unhappy, and the relationship worked well and balanced? I think that even if you have not done that experience yet, you can imagine that this will not work, at least not in the long run or just not very well. The reasons for this are sufficient: Before you can work proactively on the construction zones of the relationship, you first have to deal with your own difficulties. Both lack strength and/or stamina. These are relationships that end with the words, "It's not up to you. It's my fault". Before you can be happy in a relationship or in cooperation, you have to be happy and content with yourself. Does that make sense to you? Do you have a similar opinion that you have to be at peace with yourself to have the opportunity to invest more in a relationship?

It is no different for your success. You can hardly engage in productive cooperation if you cannot really accept your own goals. You cannot cook for a large family if you do not like your own food. Of course you can, but you better should not do it. Teams and the dynamics of groups work very well and offer incredible added value, but only if the individuals are happy with themselves. True to the motto: "Be happy when you are alone"

On your way up, you will not always find many companions. True Companions, loyal partners, will not cross your path in large numbers. And that's just as well. Because then you can fully focus on your REAL goals and just run towards them. Sooner or later you will find very good companions, where you both benefit from the symbiosis. But you have to learn to be happy when you are alone. Because being alone does not mean being lonely. Being alone means being different from the majority. And since you want a life that is different from what the majority lives, it means to you that being alone is an indicator that you're doing something different. And that's definitely a good sign in the first instance. To achieve different results, you have to

act differently, whether good or bad, the main thing is to be different. Being alone shows you that you are ready to do things that others do not do. It gives you the opportunity to stand out. Being alone means being extraordinary. You will be appreciated for that receive, envy, humility, all kinds of confirmation. Even if it is criticism: it is a confirmation that you are different. And when you are different, you are often alone. Because you do it differently. Because you do more. Because you want more. Being different is cool. Being alone is cool. Because being alone does not mean being lonely, it means being different, being independent.

Do you understand why it can be good to be alone? Do you see why you should be happy when you are alone? If you consider this fact and if you are happy when being alone, not define your strength by a group or a herd, but are strong alone, you will have incredible potential to burn your flame even in a group.

Learn to be happy. It's your time. It's time you have for yourself to polish, focus and reboot. Learn to make your time meaningful, because you are not always surrounded by people who want to, can or should help you. You will partly walk alone on the path to success. Be happy about it. But be happy and thankful when you find loyalty and when you find people who continue to kindle your fire. If you are alone, you will be happy when a companion shows up. That's the key. You never know when or why other people are leaving your life. Voluntarily or involuntarily. But you can know when to quit or when you are ready to give everything.

Be happy when you are alone. Be thankful when you are in the team. Both will benefit from each other.

Better be smart than drive a Smart

Granted, the headline is pretty much the worst thing I could think of. And yet I think that they are well aware of the point at stake. So let's give it a try and see if you'll agree with me.

In advance: The se heading is meant only symbolically. Smarts are great and economical cars for city traffic and I do not want to under any circumstances make any assessment of this vehicle.

So, what is this sentence meant to tell you? What are smart decisions? Smart is used in the context of clever and thoughtful decisions. Smart decisions are those from that you gain an advantage. So these are the "better" decisions. How do you determine if a decision is or was better or worse? Quite simply: look at the output. Look at the immediate connection between your decision and your result. What results from your decision? If it is an immediate result, you have the answer here already. If the result (for you!) is good, then the decision was smart. If the result is not good, then the decision was not smart, but not wrong. Why not wrong? Because, as we have already discussed, you can draw your experience from every situation. And this experience will help you in dealing with the situations to come. This means that mistakes are not wrong decisions, only bad decisions. And that, in turn, says that we have to make non-smart decisions from time to time, so that we gain experience and become better. Oh, believe me, you'll meet them again and again, little by little, you really do not need to worry about that. So do not regret any decision you made, especially not if you thought it was the right decision right in the moment you made that. Whether smart or not smart, either the result will be good or the experience important.

However, if you do not get an immediate result from your decision, but follow it from a process, then the progress of that process will tell you whether you have made a smart decision or not. It does not matter whether the resulting process is simple, difficult, long or short, expensive or cheap. It is important here, which things you learn directly from it and which output you produce in turn. And there can potentially be errors. But as you surely know, stupid is not the one who makes a mistake, but the one who makes a mistake twice. So always evaluate follow-up processes based on the quality that it provides for you below. Even a costly and lengthy process can turn out to be ideal for you.

So far, so good! So, what are smart decisions now? Smart choices are those that either give you a positive result for yourself or lead you into a process that will deliver a positive result for you. A positive result will benefit you directly, in whatever respect. A mistake can also be a positive result because it is just a matter of consideration and if it is the first mistake of that kind. If it's the second one, it really was not a smart decision.

What does all this have to do with a smart? Well, on the one hand it allowed a pun to play, albeit a very bad one, and on the other hand this picture should make it clear to you that through smart decisions you have a very large lever to produce a result, if possible, which will advance you and enables you to not having to drive a smart if you do not want that. That was all.

Of course it is important for you to make smart decisions. But do not regret the not non-smart decisions afterwards. You learn from these and will not make that mistake a second time. Therefore, in the same situation you will make a smart decision next time. These will in turn make you profit faster, more clearly and more effectively.

Smart decisions lead to immediate added value or a process that will deliver that added value to you. So: Be aware of the nature of your choices. When and in which situations did you make smart decisions? And which ones will you meet in appropriate situations? Which non-smart decisions can you now translate into experience to increase your smart hit rate? Challenge any decision, whether it turns out to be smart or non-smart, as it gives you a good idea of how you can respond smartly in the next situation. It's that easy!

With these tips you will never fail again!

The art of dealing with success as well as failure is an important factor in your path to success. Maybe you think so far that successful people have no more failures, and everything just runs like clockwork. If so, then I must now reveal to you the bitter reality: Successful people have much more failures than successes. And many more failures than not-successful people have. Of course, that does not sound so nice if you were just hooked and eager for success. But that is a fact that should not be withheld from you. Successful people fail much more often than unsuccessful people! And that's just as well! Without them, successful people would not even succeed! Sounds weird? I clear up!

Successful people see opportunities where other people see risks. Successful people see challenges where other people see problems. Successful people are doers who are willing to do things that others just talk about.

Successful people are different from non - successful people, especially when it comes to doing things, tackling something, starting with anything. Successful people are actively looking for opportunities. They do where others just watch. As a result, successful people see, develop and use many more opportunities to do something. And if they find 100 possibilities, they will do 100 times! And these are 100 more possibilities than the non - successful person has. It is almost certain that not all 100 possibilities will work well and bring immediate profits. But even if only five out of the 100 things work, those are five more opportunities to succeed than to fail.

And since the successful person is paying a lot attention to these options, it will not harm him/her if the 95 opportunities that will not work have been addressed. He/She knows he/she benefits from them because he/she can always limit and minimize his/her "damage", and from these 95 possibilities he/she can gain an incredible wealth of experience. He/She can convert one of the five possibilities offered to him/her so well that just this one brings far more profits than the 95 failed attempts cost him/her. So he/she benefits when things are going well, but also when things are not going so well. It is therefore crucial to look for opportunities, and then to address them. And, finally, how you handle them. You gain experience, constantly learn and apply your knowledge over and over again. What do you think will be the result? Exactly, I think so too! You will have success. It is only a matter of time!

How you should choose your goals

Goals are important. Goals are so important that you should not do anything without having a goal. They are so important that we have already talked about them and I have asked you to write down a few goals immediately. Now is the time to notify you if you have not already done so, but also the opportunity to give you the chance now to catch up. And this is definitely the last chance to do that. So, I urge you, for you, your life, to write down your goals now, at least three in number.

The process of writing down is very important. So I ask you to do it again right now!

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If you have made up for it now, that is very good, but not great, because you did not have the discipline and the will to write it down before. Wonder if it's your life, your goals, or whether you're not worth doing. But well, let's move on.

Maybe you have already written down your goals. Then I would like to praise you explicitly at this point. And if you wrote them down here again, then you should look at whether you also wrote down the same goals. Of course, that's important as well. If not, you should take this as an opportunity to ask yourself once more what your biggest and most important goals are.

Why are goals so important? Simple: Because they determine the path we need to take to reach them. It's like a navigation system through our lives: if we do not know where we want to arrive, we'll need to go back and forth unnecessarily, haphazardly and consume our resources, wear off our means of transportation and waste our time completely. You would never leave by car or train without knowing where to go. Unless you enjoy driving and enjoy the time. That's a reasonable exception. Otherwise, you'll probably never arrive at your destination if you do not know where to go. And that, of course, leads to a catastrophic ride.

If that's what you're doing on the move, why do not you do it in your life like that? Do you think life is structured in such a way that it sets goals for you on its own? Or do you think that there are no roads and paths in your life plan, so that all happens by chance? Do not you think that in order to reach a particular state or situation, there are shorter, faster, more beautiful paths, or perhaps detours, longer distances, steeper paths, and so on? I think we agree. Of course, we often connect the route and the destination with the transport. But it is the exact same picture that can be reflected on your life. Goals are goals, ways are paths, and paths lead to goals. Paths can be different, as well as goals. But there is no denying that there are between these dramatic differences which can be good or difficult for you. Right?

Goals are also important because otherwise you do not know when you arrived. So you have otherwise taken a completely haphazard journey that will never end for you because you do not know where your destination is. And the bad news is, you cannot just drive back if you're lost and do not know the way. Every single second in your life has an impact on the future, everything you do, think, hope ... It determines your actions, it consumes oxygen to breathe and time to live. The time you lose, you never get back: every single second is unique in your life! So your haphazard journey through life is ultimately more dramatic than a haphazard ride by car. Both with the same input but a different output.

So, a goal tells you which way to choose and when to arrive. The main pillars of a journey. Why do you think so, should not you consider that? You may come up with other parallels that need to be considered. But the two most important ones should be shown here once. Consumption, waste, wear, etc. is not mentioned here, but they are also very important factors.

Now how should you choose your goals?

There are two different views on this: one party claims that one should set small goals so that one also regularly experiences moments of success, thereby fueling motivation to keep going. In addition, you can see the progress very well. Others say: Think big! Think oversized. Only

great minds can create and realize great visions. Two views that could not be more different. Which of these two makes sense? Clearly, there is a golden mean, and it looks like this:

Set yourself big goals! Set yourself damn big goals! Realistic but great goals! They should be SMART as well. Smart goals, smart decisions.

S - specific = You should refer specifically to a desired state or a desired situation

M - measurable = You should be able to measure your goal (how many people did I help, how much capital did I earn, etc.)

A - ambitious = you should not set too small goals, they should challenge you

R - realistic = they should be realistic and achievable. Everything that others have achieved can be achieved, even more.

T - terminated = fix a fixed date. This helps you to check if you have reached your goal and if you are on schedule

Why should your goals be SMART and realistic? Very simple example:

This is your goal



Your goal is, without having a real relation, not super huge, but also not tiny. If you look at it that way, you would probably say that it is relatively small.

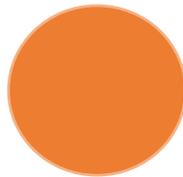
There will always be challenges on every journey, no matter how well planned and how well thought-out they are. Bigger, smaller ... Anyway. They will certainly appear. Smaller challenges are not super dramatic and can usually be tackled relatively quickly. This is a minor challenge:



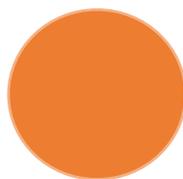
If you have a small challenge, you will not lose sight of a relatively small target, see here (the same shape sizes are used):



But what happens now when a greater challenge appears that really needs a lot of power to overcome and to ultimately come out even stronger? Suppose the challenge has such a dimension.

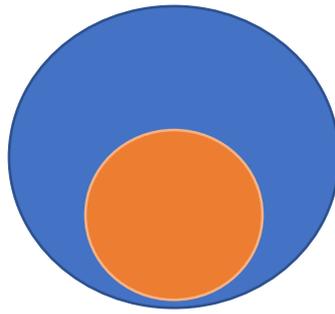


If the challenge takes on such a size, the following happens:



You're probably thinking, where is the goal? You cannot see it anymore! And that's exactly the point that I want to visualize herewith. As you face greater challenges, you run the risk of losing sight of your goal if the target is too small. The effort seems to be too great to master the challenge, as opposed to the return you would receive by attaining your goal. As a result, you will quickly abandon your goals and give up and then head off aimlessly on the journey. And this process will repeat itself over and over because you set your goals too small and there will always be challenges that are slightly larger than your relatively small target.

What is the solution? To choose a destination that is bigger. Big enough to outperform the key challenges. Even bigger challenges will keep your target in the field of vision and will not cover it up.



You see that this is just a picture, but it impressively shows you how important it is not to set goals too small.

So big goals are less likely to be missed, and if you have those goals, really craving them, then bigger challenges will not stop you from progressing. It just has to be real goals. What real goals are, I'll come to that soon.

But what is the problem, why not everyone invariably recommends having big goals? There is a single, psychological reason: It is about the motivation to really reach this goal.

Many people would recommend that you set small goals so that you can celebrate success faster and boost your motivation. This should help you to reach your goal step by step and motivate you through the small successes. That sounds pretty nice. Only this is a solution for softener. It is the solution for the people who do not have enough motivation to reach their big goal, who do not have the will and the discipline to reach their REAL goals. Anyone who recommends that you prefer to choose small goals on your path to financial independence or happiness will ultimately tell you that you will not be able to do it anyway and doubt that you have neither the motivation nor the discipline. Why does he think so? Because he/she would not have them. And it's much easier to keep other people down, so you're better off than just tackling something yourself. This is not an accusation or a malicious insinuation. It is often the reality. Only small-minded spirits recommend you to choose small goals. But do you want to be or remain a little spirit?

They think you're too weak psychologically to really stay on the ball if you do not always get a candy in between. Certainly, there is not the main intention why many people advise you to small targets, probably because they themselves do not think about it. But in the end, the psychological effect is exactly this. Small targets may be more convenient, but they also keep you small, do not push you forward.

And why are small targets so dangerous? They just put your big goal in danger, as they satisfy you and satisfy you little by little. At some point you will be tired of success, as strange as that may sound. Imagine the renovation of a 10-room family house. You start to redesign every room as you wish. New wallpaper, a wall is only plastered, new paint, new furnishings. Gradually you make each room ready. Since this is but naturally associated with effort, you reward

yourself for your hard work after the completion of each room. The more rooms you make, the more reward. As a rule, however, the reward remains the same, that means that your after-work menu will always reach the same satisfaction for you. Eventually, when arrived the ninth room, you think to yourself: "Wow, every day the same stress here, and after that I always reward myself with a delicious meal. The food I already had a few days, the effort for this room is much larger. It's not worth it to me today. For today I will finish work and will renovate the rest of the room next week".

Zack! And as soon as that happens, we both know that these rooms will never be renovated again. Not if there is no unbelievably great and immediate urgency. Then somehow it would still be done. Then these rooms are also part of your REAL destination. But if there is no direct urgency, these rooms will probably always remain shell and converted into a storeroom.

Granted, this example can be used to complain a lot. That's not what I'm concerned about. I just want to show you what small goals and steady rewards do to you. They subconsciously suppress the hunger for the larger goal, they overpower the yearning for you to reach your REAL goal. They give you a feeling of weariness. You always come back into the temptation to balance effort against benefits. And as this continues you are always already celebrating success until you get tired and have no desire for the main course. But that's not nice, because that only satisfies your short-term needs, but does not help you in the long run, and you are still dissatisfied, deep inside, and longing for your REAL goals. It's like having a snack before eating, something that was certainly as forbidden to you as a child, as it was to me.

You just realize that you get a reward with minimal effort, so why bother? And the reward, which you can do without. The effort is just too high. A pity only if this house is the heirloom of your grandparents, they built it with their own hands and it was your life goal to create a renovated house for the entire family. So now compromises and solutions are sought, because you are too lazy and unmotivated, and imagine that these ways are also okay and then even you are "satisfied" with that. The effect of habituation is the best and worst effect you can find in human behavior. For one thing, it can help you incredibly, but it can also make you an incredible loser.

Sub-goals will wreck you achieving your greater goals with a relatively high probability. Not always, but the danger is incredible. Because either your goal was not REAL, or you are not disciplined or motivated enough. Or ... The small goals have saturated you. And that's fatal if you really have a desire in life. And then you satisfy yourself because you find excuses and compromises.

Big goals are psychologically actually much easier, but of course no self-runners. With big goals the eagerness for this goal and the longing is so great that they may drive you every day to get up and to rule the day. Your hunger for this goal is so big that it is stronger than your biggest excuse.

Of course, it may take some time to reach this goal. And in this way, you will also face great challenges. But if your goal is big enough and REAL, nothing will stop you. The road to it can be

quite tiresome, sometimes you will certainly feel that you are still far from the goal, that you will never reach it or that it will be so difficult that you may want to give it up. Purely for this reason of weakness, small goals have been developed. But I think that psychologically it is the purest mousetrap. So what can you do now to set great goals for yourself, but not get off the track, even if the target is not yet within reach? Quite simply, you use the positive aspect of subgoals and combine them with the hunger for the big goal. You set milestones!

Is not a milestone just another word for a subgoal?

The uninformed would be thinking exactly like that. Is just another word. But if you take a minute to think about it, you'll quickly realize that it's a completely different meaning.

A milestone does not pretend that you have already completed something successfully, and in between does not always fill you with success. A milestone just gives you a clue as to whether you're still on the right track. Thus, it is the emotionless variant of a sub-goal.

Milestones are like recognizable crossroads, special waypoints or other striking clues that you're still on the right track. They confirm your progress without giving you a feeling to be done and satisfied. That's all what milestones do. But it is important that they only do this, nothing else. Because they are not saturating you, they cause much more, that you focus even more on your goal, make you hungrier, and you now run this route instead of going. Milestones are an instrument of verification, not of success. And that's how it should be. And that is the reason why partial goals or, as you have now learned, milestones are important to you, but should be handled differently. Just for review.

After all, you did not choose a destination for no reason. This goal is REAL. You have identified yourself with this goal and you go for this reason on the trip. And not because you really only wanted to have the subgoal. And you started. Why should you stop your journey at a milestone? That would be roughly as you would like to go to Spain for a holiday, but then you think that the gas station on the highway is quite nice and they also have tapas in the refrigerated section. That was it then and out of this reason why not turn back and drive home. Sounds like mischief, right? Why should it be different on your life path?

Subgoals should never satisfy you, unless you are not hungry enough or your goal was not real. Subgoals are always just milestones on your way to becoming hungrier and continuing. As the name just says it's a stone after a mile, a waypoint that grants you recognizable characters, which, if you become lost, can bring you back on the right track, and they can possibly be important waypoints marked for other people. A milestone is never a goal. If it is so, you have reached nothing from your actual destination. You just drove off and used up resources. The classic of waste.

So how do you motivate yourself to reach your goal, even if it seems so far away? Can Milestones help You? Ultimately, you can do it the way you care and how it can help you. But you should never give a milestone more or less importance as it should have.

I'm convinced that if you have a REAL goal, you will not need any extra boosts in between. I am convinced that your goal should be chosen so that you breathe this goal, think that goal, live that goal. If that's the case, your motivation will always be big enough to do more than you expect. And it will always be so big that it is bigger than the strongest excuse. Although the motivation is not always at 100%, it is still always a few percent above the level of giving up. And that's enough, so no challenge is big enough to get you off the mark.

What the hell are these REAL goals at last?

Real goals consist of the following components:

R - reasonable

E - enhanced

A - attainment

L - livable

REAL goals are those goals where you do not have to pretend that you are satisfied with the partial achievement of the goals. Real goals can, do and have to be achieved. With REAL goals there are no excuses why a failure is also okay. With REAL goals, only those goals count for you, nothing else.

REAL goals are those that drive you to get up in the morning, and go to bed in the evening, with the will to give more the next day. For real goals, the eagerness for these goals is so great that nothing can stop you but its attainment.

REAL goals arise when the pain you currently feel is so great that you cannot do anything other than to change that. You feel pain, real pain of your situation or with the one with which you are dissatisfied to have a REAL goal.

Such a REAL goal will allow you to do your best day after day, even if you do not see any direct results. They give you the drive because you want so much to reach this target state that no price is too high, no work too hard and no day too long.

It probably hooks up with two things right now:

Either you do not have any REAL goals, or you are not aware of any REAL goals, or you do not know how to rewrite your goals into REAL goals, giving you the motivation and drive to pursue your goals like REAL goals.

Here's a promise: I'll explain to you how you can find a REAL goal or even transform your goals into REAL goals. However, this is a very drastic method and will require a lot of initiative from you in addition to the input from my side. Also, I have to tell you here that the process of establishing REAL goals is also a REAL goal. This means that this is subject to a process that cannot be completed overnight, but from today to two weeks. For that reason, you will not see results directly here, but you will notice that results can be achieved relatively quickly, if you are willing to work seriously and emphatically.

This chapter will not be easy, but it will be worth it, I promise you!

How to find or create REAL goals

As we have already discussed, REAL goals are (written in future only small, now that you know the meaning and not be alerted by the written presentation) such goals, which cause an immediate need in their achievement to increase your quality of life. I do not want to go into more detail about the definition of a quality of life here, because this is an incredibly diverse word, but I'm sure you have an idea and know what quality of life means to you.

Conversely, this must mean that if this goal is not achieved, quality of life is clearly missing or lost. Your ultimate goal should thus be to achieve your real goals with no other option. Why does a real goal increase your quality of life? Because you associate with these an improvement for your life or for the life of others. This means that they have a positive health, private, financial, material or immaterial impact on your life and the life of your friends and relatives.

A real goal is different from an ordinary goal to the urgency with which we want to achieve it. The more urgent the goal, the more genuine. In addition, a real target needs no subgoals, only milestones are useful. In a real goal the motivation to reach the target state is so big that you always intrinsically find your motivation, always within yourself, because you are convinced that it is right for you and you deserve it.

How do you create this intrinsic motivation? Your goal must be so much wanted that you see no other way than to achieve it. And you have that desire when you are so dissatisfied with your current situation that you want to get out of it at all cost. And this is exactly what happens when you connect pain with your current situation. Pain is a feeling that we all cannot stand or want to endure for long. Sustained pain makes you tired, tired of life, and leads to illnesses, both physically and mentally.

Of course this is a very unpleasant situation, but only then we will really be able to change something. And we will change something because we want and need to leave the state of

pain. Another solution does not exist for us in this situation if we urgently want to change something. While we can take painkillers (used here in a figurative sense, the idea that we are looking for a way out or find excuses), but do not change the cause and always only fight the symptoms until the painkillers lose their function and we continue and have to live in pain furthermore. I think you know very well that painkillers in medicine should only be a short-term solution, if possible.

So you have to connect pain with your current situation. And that is an optimal prerequisite, albeit a very drastic one, to really want to change something. Because if you do not associate pain with your current situation, then you are exactly at that point in life where you are now. If the pain is not big enough, you will not change anything. That's why you have not changed anything. The urgency is not big enough, the pain not strong enough. Because your painkillers (figuratively, your laziness and your excuses) have always masked the pain. However, you still have that pain deep inside of you, otherwise you would not have been led to want to change anything. Now that you have made that decision, you should now also focus on the pain you are feeling, and that is the first step in creating a true goal.

[How to program on REAL goals](#)

We want what makes us happy. And we feel that. It is this subconscious that sometimes tells us it is right to do or to leave this or that. This subconscious mind pretends to make things right or things less right. Sometimes you call it intuition, too. Do you think that your subconscious is innate to you? Do you think that every human being was born with his own subconscious and is now a victim of it? Quite trapped, free of any power that can give you the opportunity to subconsciously do something better or slightly worse?

I doubt it as much as you do. I think that our subconscious mind comes from what we do, especially what we routinely do. I also think that our subconscious mind needs to evolve so that we can work with it, and certainly, ourselves can also rely on it. Without wishing to be too philosophical about this topic, you can certainly also think that your subconscious mind has somehow come from what you've done in your life so far, what you felt was right, what you routinely did and what you did you now decide subconsciously. For a while we speak of experience. So our subconscious mind is shaped by experience. The better the experience, the greater the feeling of reward, and the faster and more powerful it becomes in our subconscious.

As a rule, experiences do not arise because you do nothing, or nothing happens. You gather experience when you start something, develop something step by step, when the results present themselves and they are either favorable or unfavorable to you. In fact, if they are unfavorable, you probably will not run them subconsciously so quickly because you will link them to a negative result but avoid them subconsciously. Our subconscious mind gives us

recommendations for action but warns us in turn about things that have given us negative results.

Our subconscious mind is by no means a God-given instrument, an early-warning system imposed on us from birth. Our subconscious mind is formed precisely from these experiences which we experience day in and day out. This also means that your subconscious is in some way controllable. We can control it in the sense of what experiences we do or much more how we experience these experiences. Thus, we can program ourselves as we have more positive than negative experiences. Because it is the way we deal with experiences. Important here is the consideration. Positive results are those that move us forward in our journey. Negative experiences give us lessons and hints to make things better next time. Our subconscious mind learns in both ways: once directly, and once indirectly. And we can program it in that way that we subconsciously tend to do that, which we benefit, and not what harms us.

As we do many things subconsciously, it quickly becomes apparent what a powerful instrument this subconscious mind is. And that shows his importance for our everyday life. If we subconsciously have such a strong desire for something, we will subconsciously try to achieve it somehow and at any price. We subconsciously do the right things for it. Our previous, subconscious action has brought us to where we are now. Accordingly, your current task will be to change your subconscious mind so that you subconsciously do things to help you progress.

When we speak of the subconscious, it is more or less a flowchart that lies UNDER our CONSCIOUSNESS, which we perceive as imperceptible and yet guides us and seems to be automatic. Would be great if this engine drives you now to things that bring you closer to your goal and closer to your happiness, right? That would not only be the solution, it is the solution! So, we have to deal with it ourselves now, as we manage just that.

Reprogram your subconscious

I think that you could understand what I described to you above, how our subconscious mind is formed and how it supports us in our daily routine. The subconscious does not emerge overnight, but through a process called the process of gathering experience and repetition. For this reason, it will take a little time before we notice appreciable changes in our subconscious or in the resulting actions. Therefore, we will try to do it logically and consistently to minimize this time and get the most out of it.

Your subconscious mind is certainly most dependent on how often you do something and what experience you associate with it. Tet certainly most subconscious things we do, that our actions determine, are reflexes. And reflexes are trained. And by that I do not mean biological reflexes, but those that we apply daily to recurrent situations. We respond with sovereignty to things

we already know, to processes we already know, to get results that we already know. Reflexes are thus trained responses to certain facts. And for that, we had to repeat them quite often and keep looking at the results these actions gave us. So, if we want to program something new into our subconscious mind or just want to record it, then we have to do things over and over again, repeating it until we have done it so often that it has reached our subconscious. What have you been included in your subconscious, is just not created differently.

To achieve, you have to view your goals over and over again to build subconsciously a program that you then also run subconsciously to do things that are only beneficial for you. So you have to imagine, visualize, read through, listen to whatever you want to absorb into your subconscious over and over again. You have to act very often so that it will eventually passively be saved. Makes sense, doesn't it? And how did you learn in school how to successfully learn things? Read through, write down, repeat, read through, write down. That's exactly how it works now. Take a new piece of paper, write down the things you want to put into your subconscious, and be disciplined now. If you really want it, then you also have to show discipline now.

Write them down and read your lines every morning after getting up and every night before going to bed. At least for 21 days. That's how long it takes for our mind to perceive something as a recurrent pattern and thus to absorb it into our subconscious. Be disciplined! It only takes you 3-4 minutes a day to do it. But it takes you a lifetime not to do it. Do it, and you will see that your subconscious mind will change.

Why is it so important?

Because then you subconsciously do all that what will help you and your goals to achieve. You'll surely realize how much power it costs you to consciously do things that are out of line with your routine and that initially seem uncomfortable to you. If you have to fight this discomfort every time, over and over again, you will always have to spend enormous amounts of energy to get ahead. That's possible, of course, but makes it a million times more difficult.

If your subconscious mind is programmed to automatically do the things that are good for you, that will help you to progress automatically, then on the one hand, it will cost you no more power, and on the other, you will automatically continue to progress. The perpetual motion of your goals. So you can build by diverting limited effort a long term incredibly powerful engine, that brings you closer to your goals without much effort. Your subconscious mind controls everything and has direct effects on what you consciously perceive and how you act consciously.

Subconsciously you will do things that will do you good and make you happy. Building on the experience you've already made. Now if you connect your goals with positive associations and these influence your subconscious, you're not going to do anything but making progress.

That's why it's incredibly important, oh what, even necessary, to take that step. You must therefore write down what are your goals, what you want to achieve with it and especially WHY you want to achieve it, why you need to achieve it. The longing for it must be tremendous. It has to be written down in formulated form. Not lavishly advertised, but in such a way that you can clearly grasp the meaning again and again if you read it through again and again. Formulate your goals SMART. You have already learned what that means. The more concrete, the better. So you have a clear call-to-action, so you know why you want to pursue those goals and why they make you happy.

Write down, read through, every morning and every evening. This will make you start the day with a sense of motivation tomorrow and know what motivates you to achieve great things. You have the night to imagine where you will be soon. Two not insignificant periods in your everyday life.

Why does the subconscious mind help you do the right things seemingly automatically? Because you're not just making it conscious, but you're going to decide, through your subconscious engine, to do things that match your new goal state or your new ideas. This "automatic" means nothing more than that you will subconsciously commit to decisions yourself that are more favorable than unfavorable and contribute to your ideas. Your subconscious, the feeling, your intuition, they help you to make the decisions that are conducive to your goals.

Simple example: If you want to separate garbage and have not separated so far, you will probably out of habit and subconsciously always take the trash can, which offers itself in the situation just the best. If you then reprogram your subconscious mind, you will subconsciously be able to separate the waste more meaningfully. After some time, you will automatically choose the trash bin that is intended because you have programmed yourself to do it.

Your subconscious mind is very relevant to your actions. Among other things, because it will also significantly influence your conscious actions. Therefore, you should definitely reprogram your subconscious mind. Even if the word "program" is negative, it is extremely positive in this context.

So what steps are required for this:

- 1) Think and read through what your REAL goals are
- 2) Visualize these real goals in your mind's eye. Regularly! The more detailed, the better.
- 3) Describe these pictures as well as possible and hold them on a piece of paper. Dream collages will help you too. No matter how detailed. Take your time. The more concrete, the more fantastic for you, the more positive, the better. No doubt: dreaming is allowed here. You should imagine a concrete condition and describe it as well as possible. A little hint: If a fairy grants you a free wish, but this desire must be described exactly, then you should really make an effort to grasp your desire as you imagine it. That's the way you should now write down your goals, your real goals.
- 4) Connect your real goals with positive emotions. No matter what situation you are in: As soon as you think about the target state, you should immediately feel happy. This can even be biologically controlled so that you, as soon as you think about your goals, distribute happiness hormones. This corresponds to a kind of conditioning. Listen to your favorite music, if you think about it, listen to motivating or uplifting music, eat your favorite food, be at your favorite spot. You need to be comfortable and at all times, as long as you are in the "learning phase", in which phase you associate your goals with positive situations, be happy and have an incredibly positive feeling. As a result, in every coming situation in which you think about these goals, they make you feel absolutely positive in any place in the world at any time and in any situation as you think about it. And that's exactly how you'll be able to recharge your batteries and motivation in every situation, always giving the best to get closer to your goals.
- 5) Read your real goals and your described states at least twice a day. Best after getting up and before bedtime. These are incredibly powerful periods of time to give your imagination and your imagination pure energy
- 6) Repeat this process for at least 21 days. Until you can recite your inscription almost by heart. When you're ready, you do not need to read through your phrasing every day but start reciting the whole thing and formulating it from memory. In the first few days, it may be useful to look at your records over and over again, so that you also capture the most important details. Gradually you can unstick yourself more and more. This is the time when it really gets into your subconscious mind. In that case, you have also saved the recording in your long-term memory and can reproduce it almost faultlessly. This should be done in about 28 days passed. Now the time has definitely come, where you introduced your subconscious to the new program, if you were previously disciplined. Now you do not need to recite the entire recording without any errors, but you can confidently remember the things that are important to you. These cornerstones are enough to give you the powerful visualization of your goals over and over again. If it is not enough, repeat the previous steps for another 21 days.

Seek ways to strengthen your will, sharpen your mind, and shape your life to your connotation.

Conditioning

This instrument is very fierce and incredibly powerful, but it will also be the most blatant weapon you use to make you successful and happy.

Conditioning is a very negative word. The associations with conditioning often consist of very bad and manipulative characteristics. Brainwashing is also often mentioned in this context. By this we mean that subliminally a certain way of thinking is forced on us or we should adopt a certain behavior which was involuntarily applied.

In the strict sense, however, conditioning simply means that we link a particular mentality, stimuli, and actions. Show a specific reaction to certain actions. Demonstrate a way of thinking or a pattern of behavior based on signals. In that sense, this word is actually as neutral as its origin. It just depends on what we connect with it. And in this context, we do not want to give the whole a positive frame of interpretation, namely because in this case it fits better and we take the world as it pleases us, but because as this process is as neutral in the true sense and we can use it to do something very positive for us. It is similar with criticism. Criticism is negative, but at best gives us constructive hints and recommendations for action, which makes us even better.

So how can we make the conditioning positive and let it work for us? By conditioning ourselves so that we value things that are good to us even more and trying to avoid things that harm us. You certainly think: "I try that every day!" And yes, you probably do that more or less every day, but not consciously or just not clever enough to be able to really extract a great benefit there. Because: Are you doing things that you like, you're happy, if only due to the fact that you are doing them and also have the opportunity to be able to do them. When you do things that you do not like, you are unhappy, dissatisfied, maybe you also find an emotional detour to deal with it. If you do things that you do very often, means they become a kind of routine, you are emotionally likely to be relatively isolated from them. Maybe it bugs you, but maybe you see the benefits in it, too. But somewhere it settles more or less in the slightly positive or negative range, somewhere around zero. In the end, it's about what emotions and thoughts you have connected with your actions and the processes. So, above all that happens, we have total freedom, as we want to see it. Your girlfriend or boyfriend sees it as a problem, you see it as a challenge. She/he sees as a hurdle, you see it as a chance. She/he thinks of failure, you think of growth. The same situation, different thoughts, different approaches.

Who do you think will rather (or at all) reach their destination, and with what result: The person who sees a 5km run in front of them and thinks: "I cannot do that! It's too much! I did not train!"

Or the person who also has not trained, also has to run the same route, but thinks: "Now I have the possibility, finally, to finish a 5km run, and after the race I will surely be very exhausted, but I did it! And if the opportunity arises, I'll be even faster and better than before...". Who do you think will even start the run, and if they do both, who will do the better thing, if all other conditions are the same? The answer is clear...

This mindset that helps you to see the opportunities, not the risks, to recognize the challenges of the problems - this mindset can be trained, and you can condition yourself! And here is the word that makes us all so scared when we read or hear it. Conditioning! But we can actually benefit from it by training to be a positive thinker. And that's your can opener. Thus, you see opportunities instead of risks, so you see opportunities instead of closed doors.

So, you have to train yourself, in other words to condition, to associate certain things with certain situations, signals or stimuli. And that both in the positive and in the negative. This helps you to do certain things, and in turn to leave other things. The key is, to anticipate, to associate happiness and euphoric emotions with positive thoughts and actions and to connect pain with negative, unproductive or bad things. This instrument is very fierce and incredibly powerful, but it will also be the most blatant weapon you use to make you successful and happy. Deal?

Simply stated, however the implementation is not that easy, because it requires relatively much patience and strong nerves. But once you're there, you're in a state of which every successful person speaks: no one can stop you! The greatest speakers in the world, the best athletes in the world, have all focused on doing their best on the day of the competition. And that works very often because they have conditioned themselves to this success and to this situation.

How does it work? You have linked a really positive and euphoric state of mind with things that move you and transport you closer to your goals. This happens through a thought-thought connection: If you think of the goal state, the achievement of a real goal, then you must be imposing freedom with these linked thought. There must be noticeably more endorphin flowing through your body. Biologically, this can even be proven! Listen to your music, when you think about it, create a situation where you feel incredibly good, powerful, balanced, happy, friendly and loved, and then think of your goals. Eat your favorite food, watch your favorite series. In all these moments you should and must think of your REAL goals and the associated goal state. All this you can do anytime. Anytime you arrive where you want to be. So now you should live that feeling as much as you can. Always link your goals to strong positive situations and states. And you have to do that regularly, every hour, at least every day, for weeks, maybe months, depending on how quickly you can convince yourself of it. In a way that you're conditioned so positive that you now in every situation in which you find yourself, no matter how challenging or debilitating it is, could burst always almost with joy when you think about your goals because you get an immediate sense of happiness and freedom. All for one reason: You feel the reason why you are doing all this! You immediately start to fuel your power, your motivation to keep going because you know it will pay off. It can take weeks or even months to master this process and be able to self-dope with endorphins in almost any situation. But when

you're ready, you'll never be exhausted again to do something that will move you on, no matter how hard it seems. Then you are UNSTOPPABLE!

And that's what you have to do now in the opposite direction. Namely in the negative direction. And that will be even more uncomfortable. For now, your current situation, all the things and circumstances that you are dissatisfied with or unhappy with, are bound to connect with negative emotions, even emotional pain. The approximate level of your pain should be in the range of like taking 10 000 Dollars from you out of the blue. Maybe a fine because you did not check your electric meter properly or it just went completely wrong. For whatever reason: You have this payment now settled! That hurts, right? That would really hurt, really. And you have to connect that kind of pain with your current situation. With the situation in which you no longer want to be, with states that you no longer want to experience. One simple thing: "No more craving" is no longer enough here. That was before, and before that it did not help you. Now it's the next level. Now you have to connect deep pain with it. Connect things that do not help you, with absolute mental pain. It has to hurt. It must hurt to throw the money out the window every month, just to numb you for a moment, distract you from your goals, or do things that are objectionable. Even if you've already saved some money, which you can buy a nice car you now: It must always still hurt so much that you immediately stop thinking about spending it on nonsense, but, take it now as an opportunity, to invest it and get great rewards later in life. And then feel the positive thoughts with this investment. An interplay of emotions, but incredibly powerful.

You need the pain, you need the awkwardness, so that you have to change something. And be honest with yourself: If it was not so, then why would you have changed nothing before? We all become tired, our strength is robbed, we become weaker when we feel pain permanently. We talked about the painkillers elsewhere. But then we look for a way how to get out there. How we no longer need to feel pain. How we become pain free. That's why we turn to doctors. Because we do not want to and cannot live with this pain (*and hopefully not have to. I know that this is a very sensitive issue here and psychologically not easy. So I ask specifically, merely with these trains of thought on that, just to apply it on success-oriented thinking. And this knowledge should only be applied if you are willing to be successful. I do not want to address mental illnesses or other states here, but of course they are dramatic and cannot be downplayed, so I ask that these comments only look at the context of success-oriented thinking*).

Connect pain with your current situation. In the crudest case, you can really connect moments that are very uncomfortable for you. As far as that you should not necessarily have to go, only if you cannot build sufficient urgency in other ways. Simply connect with these situations malaise, dissatisfaction, unhappiness. Do it the way you think it is. But make it so that it really works. If you cannot create such links here for convenience, then it will not do you any good. Basically, however: As mild as possible, as painful as necessary. There is no rule of thumb here, since we all deal with psychic pressure differently and one or the other gets along better or

harder. Situations that you do not like, and that do not advance you from whom you have no use, should be associated with bad or negative emotions. The task is up to you to apply it accordingly.

Find a mentor

Your action of today lays the foundation for your life tomorrow. This means that only you decide what will happen to you tomorrow. You are the trigger. Nothing can change unless you change something. I think we've already talked or written about these things in more detail. However, there are things you just can do on your own, should do on your own or have do on your own. There are no other options. While there will always be opportunities for you to be supported, in the end, you must always be ready to take it on yourself in case of doubt and be responsible for your success. But that does not mean that you are really alone. There are always people who have successfully carried out their previous actions, who have already lived through this situation in a similar way and who can give you valuable hints with their knowledge and experience. You can make an important contribution to what things and how you put these things into practice, and more importantly, how you use them!

These people who do just that are not necessarily your best friends, not necessarily your business partners. These are coaches and mentors that help you do your thing. Because let's be honest: How satisfied were you with your results so far, when you did something really with passion, commitment and enthusiasm? The result was certainly pretty good, right? Maybe it's still a tick better with the knowledge of what you inhale this now, but the result was really noteworthy enough. But can you transfer this passion to all other processes and situations where things need to be done? That's probably hard. And then to deliver such outstanding results in these situations is probably equally difficult. What can really help you with that? Either a piece of advice that will help you find out how to deliver a good result, or a motivator that will help you blaze your flame so that you feel the need to complete this process successfully. Because then probably your result will be good, right?

A mentor does just that! A mentor is not a human being who can do everything perfectly, knows everything, and provides you with a well-structured daily routine that you simply stubbornly hope to succeed tomorrow. A mentor will help you in your area with good advice and to motivate you in every situation to the highest performance. A mentor can do just that! A mentor can ignite your fire and direct your flames so that you unleash a trail of fire that runs exactly toward your goal. A mentor always has gas stored to keep your flame alive and make the fire bigger and bigger. And eventually your flame will probably ignite others as well, which will burn as well. And together it burns most beautifully! Do you see how important it is that your flame keeps burning? Do you understand why it is important to have a mentor, but still be responsible for what should burn?

There are many people out there who want to burn but stifle their own flames. There are many people out there who need the necessary scale. But there are few people who recognize this.

Similarly, there are many mentors and coaches out there who may look at your flame, but few that have gasoline prepared for you. Trust in your own experiences or honest experiences of others. It does not matter how "good" a coach or mentor is. It is important that you speak the same language, you must have the same understanding. Your flame will not bother you if your mentor only has matchsticks for you. Gain experience, make yourself smart, talk to your mentor. You'll know if he has petrol or matchsticks for you.

I have a mentor, too! I have someone who supplies my flame with gasoline.

What are defeats and how do you handle them?

The word defeat is, like hardly any other word, so emotionally painful and negative. Defeat means you have lost. And a loss is usually never easy to put away.

We usually associate defeats with a competition, a competitive situation in which we were inferior. However, a defeat can also mean that we get a result that is far below our expectation. Most of the time, we put the result in relation to our efforts, the time we invested in them, and the resources we spent to determine if we had a win or a loss. The defeat is then often the greater, the more we have invested in the result.

On the one hand, this means that the output is considered in relation to the input and, on the other hand, what we expect as a result.

You can and should determine the input yourself at any time. Here the rule "do not do things by halves" fully applies. Making things half-hearted should not be on your agenda, as they will only produce half-hearted results that, firstly, will not satisfy you and, secondly, will not help you. This means that ideally your input should always be very large, you should always do your best to get the most out of yourself. Nevertheless, you should not lose yourself in detail, of course. We already talked about the Pareto Principle 80/20 here. This should always be used to accompany important processes and to make progress, even in routine processes. Of course, the input depends on it, how important a task and a process is for you and your progress.

The second point is what we expect for a result. And here, you already know it, the solution is obvious. The result is always in the eye of the beholder. And the solution here is not that you should reduce your claims to the extent that any result would be more positive for you than it

actually is. Defeats are not there to signal that next time you need to reduce your claims to a minimum to get a satisfying result. Defeats tell you exactly two things:

1. Check your perception of your input / output ratio
2. It must get better next time

These are two very hard and uncomfortable statements, but they can give you enormous potential. Why?

If you suffer a defeat, the result has not been appropriate to your efforts and investment. This is due either to the quality and quantity of your investment or to the expectation of your result. It must be one of the two factors. Either you left something out in the preparation or in the implementation. Maybe the needs analysis of what you need to invest for your desired outcomes was not adequate or you slammed in the execution. If you're playing against Real Madrid in the Champions League, you'll need a full pre-game analysis, and you'll have to give everything on-court to be victorious. Both factors, the preparation as well as the execution, must fit.

If both fit and you still suffered a defeat, then there were apparently too high expectations to your result. You simply assumed that you would win against Real Madrid, without realizing that it will be very difficult to win. Your expectations were simply too high. Which does not mean that you should not set high goals but must see them in correlation to your current requirements. Your goal to defeat Real Madrid should be maintained every second. Even at a 5: 0 can and should you think that a win is still possible. However, you also have to be realistic and recognize what phase of preparation you are still in. If you want to get your driver's license and want to take the theory exam, even though you've just completed two theory lessons, your ambition and goal is certainly right, but your preparation situation is not that far that your goal is realizable tomorrow. This means that big goals are important. They are necessary! At any time, regardless of your preparation status. However, you should adjust the time until the decisive moment accordingly. That's just the deciding factor. No matter which level you are in, if you have big goals and want to get them up and running as fast as possible, be prepared to put everything you can into preparation. If this is not possible for you and you need to extend your preparation phase, then you do not need to downsize your goals, but realistically estimate the time to reach it or even accelerate. These are the set screws you can turn on. And if you master this phase very well, then a 5-0 win over Real Madrid will be realistic.

Take responsibility

This is a very difficult but important point when it comes to success. Take responsibility and initiate consequences. That does not just sound dramatic, it definitely is.

Do you take responsibility for everything you do? Instinctively, you would probably answer yes. In fact, we still have to convince ourselves if this is really the case. Because the point is that you are responsible for everything you do and for the most part that happens to you. This implies that you are also responsible from start to finish. For the preparation, for the process itself, and for the quality of the result. Do you really take responsibility for everything and are you aware of it?

Certainly, this statement is very trivial to answer, but the purpose is to really engage more intensively with this issue and to recognize as a result, which influence you really have on things and what power you get with the responsibility to make them how they are optimal for you.

Were there or are there situations, results that you have received, or problems that you are facing, that you are not to blame for and are still happening to you? Are there things that are outside your area of responsibility and still affect your life? And are there situations in which you think that it is not your job to change anything there, and you live with the consequences, even though you are dissatisfied with it, so you are in a kind of "enduring" state? Are you or are you expecting something, a change, an improvement, a result without directly actively doing something because you think it's not your job?

Well, shall I disappoint you now or wait a while? Oh, come on, you expect it already. Then we can do that directly. Of course you are responsible for that. Now. Before that, too. Both for the preparation, as well as for the process and even more for the result. Active and passive. You are responsible for everything that happens in your life. Of course, you cannot predict the future and know which person you meet and what situation you experience, but you always have, at anytime, anywhere, responsibility for how you handle the situation and what you make out of it. That will never change. No matter what your life situation is. For these two things you always have the complete responsibility.

If you have failed an exam, who is to blame? The teacher or professor, the exam, the weather? If you go grocery shopping and have a lot of unhealthy food in the shopping cart and finally in your cabinets at home, even though you wanted to lose weight. Who's to blame? The supermarket, the marketing? If you are an employee and dissatisfied with your pay, who is to blame? I know, sensitive topic, so I'm talking about it here too.

Should I tell you? You are to blame! You are to blame for everything that comes back to you and what will happen to you again. Why? Simple: Because you decide how to deal with the situation, how to be influenced by circumstances, and how to continue from there. The way you carry on determines the likelihood that you'll find yourself in similar situations again. Surely unforeseen circumstances will happen to you. However, if you take a particular path, you will be able to calculate much more about what situations and things will happen to you there than if you took a random path.

Example: You want to become a singer. Now you are going to places where singers are usually located. Surely you will also find other artists there like painters and writers. However, the

likelihood is higher of meeting other singers. So it is with the way you go. Therefore, dealing with different situations also determines the likelihood of continuing actions that are more likely to give you certain situations. That you are currently living in a two-room apartment and doing a low-paying job that you do not enjoy. Whose fault is this? Not that of the state, not politics, not business. You decide what type of training you will complete. You Determine when and where you apply for something and you decide who you work with and when. You even decide on your monthly salary by determining which educational background you bring, which qualifications you have and what added value you bring. These are all things that you, and only you, have direct influence on.

I would like to put it a little clearer: you are not to blame for every situation. A small collision with another car may also have been caused by the accident opponent. But it is your fault if you let this situation invade into your life and you control it from now on. It is your fault if you do not file a complaint and it is your fault if you do not bring the car to the garage so that it can be restored if the accident opponent or his insurance company even takes the costs. It always depends on how you prepare yourself for something, but much more about what you do with this situation and how you handle it, even what conclusions you draw from it, and how you decide what to do next.

And all of these examples are those that are almost perfectly projected onto your own life. It does not necessarily matter what happens. But it does not have a very high priority in your life what happens when something happens, as long as you take responsibility for what you make out of it and what you do next.

That's why the tough rule is: Take responsibility for every decision you make. Because then you take responsibility for the things that you do and that you not do. So you are responsible for everything active, what you do, as well as everything passive, what you do not do directly, or what comes out of it when something happens to you.

Of course, that's usually easier said than done. Because maybe the first question arises: What should I take responsibility for? The answer is: for everything! Because when you take responsibility, what you do, what you do not do, what you deal with, and what you do not, you make decisions. And I tell you: Successful people make up to 10,000 more decisions a day than non-successful, conscious and unconscious. And the majority of them play exactly in their hands. And they have to learn that too. But since they have learned it, they are able to succeed and act in a way that remains successful.

Of course, taking responsibility is not always pleasant, and usually just the opposite: it's exhausting, it's hard, it's uncomfortable and sometimes scary. Because if you take responsibility, it means that you eventually deal with the topic and that you have to be responsible for the process and the result. You cannot just pull yourself out of the affair and just let things happen. Because then processes and results could be delivered that make you dissatisfied or even complicate the passage on the way to success and consequences, which you have to answer for. But that gives you chances and possibilities. Do not let that scare you. It's good to be responsible. So you do not have to depend on anyone and decide on success or

failure alone. Because if you give off the responsibility, you can usually only be disappointed. Not because others cannot deliver good quality, but because you are too dependent on them, and that dependency always puts you in a wait and expectation that you can almost never profit from. When you take responsibility, it also means that you have to deal with things that you may find uncomfortable or that you postpone. We talked about the best way to handle these things. You should do it directly. And now you even have to take responsibility for it. However, it gives you the opportunity to gain control. And as you've probably noticed on several occasions in your life, control is one of the key factors in getting ahead.

The answer to the question: "Why is it so important to take responsibility for everything?" simply says: " Because you have control, if you have the responsibility". The meaning may become even clearer if we formulate this statement negatively: "You give up the control if you give up the responsibility!". And what happens if you give up control? What do you mean by loss of control? Do you associate positive things with that? Not? Why should it be different in your life? Is it suddenly positive? Bullshit! Loss of control means you have little or no effect on the quantity and quality of the actions that affect you and your life significantly. You no longer have control over where the path, your way, should go. Do you remember why the path you take is important? Do you want it? Do you want to risk all the way you have left behind, by giving someone else control from now on? Maybe this or that somebody is going a completely different path that leads exactly in the opposite direction that you've been going for so long and painstakingly. Maybe he goes a bit in your direction, can take you along for a while, but then turns sharply left. The danger of straying your way is unbelievably great when you are out of control. Responsibility is control! Giving up responsibility means losing control of whether things get you further or not. It almost becomes a coincidental product for you, because no one else knows as well as you do, what you want and what you expect, and most of all, where to go. When you have a goal and you are looking for the way to that goal, it is also important that you drive yourself. Maybe not everything. Maybe somebody else can drive for a while. However, you always have to check if he/she is heading in the direction you want. If you are hitchhiking, the driver should also drive in your direction. If he/she drives in a completely different direction, you're even farther from your destination. So there's someone at the helm who jumps in for you for a short while, knowing that he or she will continue on your way. However, sooner or later you will have to regain full control of the wheel, since you have to decide whether there is a shortcut, whether it is for you, when you should refuel and how fast you want to go.

Realize that this example is not as superficial and fictional as it initially reads. Realize that this example translates into your life, the way you live, and your decisions about how you meet them, with exact precision. When you realize this and see how important it is to have control over you, your choices, and your life, you will see how important it is to take responsibility. Always! For everything! It will help you.

Keep a journal

A diary is a powerful tool when it comes to recording processes and their results and linking them to some very important facts. By doing so, you can check the actual progress, but also what progress you have made emotionally, how easy things are falling for you, or what processes are superfluous.

Written capturing is an indispensable tool on your path to success. But your diary can do even more: it also has a control function. So, depending on how carefully you keep your journal, you can read the current status of a project or process. If you're screwing multiple bolts at the same time, this will help you keep track of what's going on, but still go for structure.

The diary does not have to be kept strictly. It does not need a special format either. It is important that you note down important facts that make sense for you and your tasks and goals, and that provide information that will be of interest later on.

The following information can help you:

What is being done?

Why is it done?

When did I start?

When do I want to complete it?

What do I need for that?

From which factors does the success of the process depend?

What influence do I have?

What do I have in necessary resources?

Which resources still have to be brought in?

How can I handle the task?

What importance does this process have for my goals?

What is the current status?

For which processes is this process required?

You see: These are just a few questions, of which there are much more. It's important that you pick a few questions that make sense to you and capture the processes in sufficient detail so that you get a good overview at a later date. Keep your journal structured and organized, but

not on a strict template. You can certainly set up a pattern. That should be meaningful for you then but structured.

The habits of the successful ones

We have already talked a lot about what can make you successful or even more successful. This requires some reprogramming of your thinking patterns. Quite logically, because if you want to change something, then you have to first change something in your way of thinking. Because so far it has only brought you to where you are now. If you want to continue, you need other tools as well.

It's like a navigation system. Do you have a navigation system containing a Germany map only, then you can use it only in Germany. But if you want to go abroad and use your navigation device, you need either an update or another navigation system. One that also has maps for the surrounding countries. First and foremost, it is not so important whether the navigation system is better to use, faster or has other advantages. First of all, you need it to be able to see foreign maps at all.

Maybe you decide to lend yourself the navigation system of acquaintances in order to get these cards first. Say: If you want to move on, you can first take over the things that other, successful people have done to get ahead. Gradually you will become more independent. You get to know the places abroad better and better and at some point, you no longer need the GPS system of your friend(s). You can handle it yourself. And there is now the time where you continue to progress and make progress on your own exploration tour.

Clearly, if you want to change something and re-program your way of thinking, then of course you can also take over things from others that are successful, as they seem to have already performed through processes that they used to move forward. Gradually, however, it becomes more important to make your own experiences and to develop then on the basis of this (the navigation systems of others) also a sense of direction.

For now, take the navigation system from others. So adapt to characteristics and ways of thinking that have made other people successful. That makes it easier for you to get started by far! You do not always have to reinvent the wheel. It suffices to adapt or optimize existing processes. This allows you to build on an existing, successful concept.

The morning routine

One of these processes is the morning routine. What is a morning routine? It's a process that you repeat over and over every morning, preferably seven days a week. This is how the name came to be.

Why should you introduce a morning routine? For the simple reason that the morning is the first contact between you and the new day. The way you start your day can dramatically increase your motivation, your driving force for the day, the momentum. Imagine you wake up every morning, and you just cannot get out of bed. You may set your alarm clock early, but you have already set another five timers, because you do not expect that you wake up directly at the first alarm clock and get up. It is very hard for you, because you are still incredibly tired, dejected, it's cold outside, in bed it's warm, and still so comfortable, and: "Oh, I can skip breakfast today or just eat something on the way. Important are the 9 minutes more sleep I get!". Do you know that?

What do you think, how productive is this process to start a day successful and hungry for action? Please answer the question yourself. Do you think that you will make an incredible day with this attitude? Or, with these 9 minutes more, thanks to your timer, can you recharge a lot of energy to get started? Do you know that, to go to school, university, education, work, or wherever? That probably does not really stimulate you to peak performance.

Do you think that you have to do something different to start your day differently? It's been proven that your morning emotional conditioning, that is your mindset, your energy, your eagerness, has an impact on the whole day. It's been proven that the way you start the day has direct consequences on the rest of the day.

Do not you know that too, when you are very tired in the morning and do not get out of bed, that you are so driftless all day, dejected and somehow "blabbered"? Ever thought about why that is so? Often, we say that we have slept too little or too much and that is why we are super powerless. True in 10% of the cases, I guess. Then ever heard of biorhythm? That our hormone balance depends on external influences such as sunlight, darkness and so on? This is among other things, the reason why you're going to be very lacking in drive in most cases when you go to sleep at night at 4 am and wake up noon at 13 o'clock even though you slept nine hours. Even if you have that amount of sleep, you will still be kind of smashed. Ever thought about why you feel that way?

Biorhythm is a generic term for a variety of physiological processes that are linked to endogenous and exogenous factors. It does not capture the complexity of things that it wants to describe, but basically says that there is something like a rhythm. You get tired at night, you wake up in the morning. You sleep differently in a completely darkened room than in a bright, sunlight makes you more active than darkness. All processes that arise over physiological connections and determine your daily routine more or less. Usually more than less. And that is exactly the reason why you should not, or not so often, act against this rhythm. It punishes you with fatigue, exhaustion, laziness. Biology always wins, sooner or later.

And the amazing thing is: Do you recognize similarities between a rhythm and a routine? Except that both start with a "r"? They describe a similar phenomenon: recurrent patterns, identical processes, replicable results. Would you also understand the meaning, if I would call it morning rhythm? Or bio routine? Probably yes! Do you think that this connection is chosen arbitrarily? I do not think so.

A morning routine will help you start the day structured and focused. This gives you a focus that makes you more productive in your day-to-day things. This then results in an inner urge, the so-called “drive”, to make the following things similarly productive. Your morning routine will help you not only to take spiritual, but also practically positive influence on things. Your morning routine will help you visualize your goals and motivates you to keep on track, every morning giving you a reason to get up and succeed every day. Condition yourself to this morning routine, and you'll get a razor-sharp focus. Day by day by day ...

What should your morning routine look like?

The morning routine is as individual as a white sheet of paper. The only important thing is that it is conducive to you and your goals and that you can refuel through this power and set up your focus. Says: Do what makes you happy and what motivates you.

There is an incredible amount of room between these frames, but a few things have emerged that give you extra energy and focus. These are also carried out by the great successful, so at least, if you trust the tradition.

Start your day with a sip of water. Throughout the night, you have used up a lot of energy and water. For your organism to work very well, you should take a big sip of water. It helps to replenish your cells and make them fully functional. Next you should start with a few stretching exercises. Not much. Just so that you activate your muscle fibers, as they say. Lying for hours on end and continuing to relax, your body needs some incentive to regain its strength. Ever tried to open a sealed water bottle directly after getting up? If so, then you know what I mean. With your stretching exercises, you should cover your entire body once.

Next, a cold shower can do a great job. Cold because it stimulates your circulation, improves blood circulation, and helps you get back on track faster. You quickly realize that you are noticeably more awake.

Inspiratory phase

After taking a shower, you should be able to read, visualize, and consolidate your goals, which we have already discussed. You can do that in different ways. The important thing is that you memorize your goals in your subconscious mind and call now in your mind's eye. This gives you the motivation to have an extremely positive and productive day today because you know for what you are doing it. The phase in which you call up your goals, read through them, consolidate them, or do some kind of retrieval is the most important phase in your morning routine. It's not just part of your meditation phase, it's part of your daily schedule.

In the meditation phase, you should do everything to build your focus and fuel your motivation for the day. It can help to read through a few pages in a success soaching book AFTER you've made op your mind with your own goals and visualizations. These should always be the cornerstones of your morning ritual. There is no stronger engine, no stronger motivators than your own goals!

You can still listen to music for your meditation. Instrumental music, classical music, epic music, motivational speeches, lectures, biographies, audio books, pictures, videos often support you a lot. Everything is allowed. The important thing is that it should give you motivation that you can then put on the things that you and your own goals are beneficial from.

I recommend you to use more music instead of staring at a screen. The radiation of the monitor on you and the resolution make your eyes tired and may overstimulate your senses in the morning so that you hardly benefit from it. The situation is different, however, if you include motivational videos or something similar later on the day and choose them as additional support.

The meditation phase must take so long until you have conditioned yourself to have clearly visualized your goal and your consciousness as well as your subconscious mind is completely shaped by these visions. It may take some time in the beginning, but with practice you only need 2-3 minutes to do it.

Meditation phase

In the next two minutes you should now turn off all media and behave very quietly for a minute, close your eyes and focus on the essentials: your goals. Think about your goals, try to feel what it feels like when you reach them, experience the emotional moment of euphoria, and think about what things you need to do today to get a little closer. The second minute, you open your eyes and speak to you, with you. That may seem strange in the first place. At second glance, however, you will see that it gives you incredible power. You certainly know some exercises where you have to stand in front of a mirror and talk to you. This is often used for rhetoric training or presentations to gain sovereignty. However, it has been scientifically proven that when you speak to yourself, you exert significantly more influence on your thoughts and on your consciousness than if you only think things. So, even if it seems weird, try it for a few days. You will see how your mindset changes.

Furthermore, it depends on the way you speak. There are a few very interesting examples. Stand in front of a mirror, let your shoulders hang, stand in a narrow stand and lower your head slightly. Say a few words of power, for example: "I'm fine. I am successful. I am strong. I have the power to decide for myself and for my life. I am healthy, and I am happy. I will make today's day the best day of my life". No matter how much effort you have made, it will not convince you, or anyone else in the world. Why? Because with your body posture you send signals that contradict exactly what you said. And we now know that 90% of what is said does not decide how it will be apprehended, but how it is said. Emotionality always wins over rationality. Therefore, you can be as convincing in what you say. The way you say it will always destroy you.

Try to say the same words again. But now you pull your shoulders back, chest out, shoulder-width stand, head lifted, and now you pronounce exactly the same thing again: "I'm good. I am successful. I am strong. I have the power to decide myself and my life. I am healthy, and I am happy. I will make today's day the best day of my life". No matter how funny that sounds to you. Please try it. It is extremely important, and you will feel the impact! Just try it once or twice!

Do you get it? Did you feel it? You are much safer, much more convincing. Now you buy it off from yourself, too. You would never have done that before. And how can you convince other people of your abilities today if you cannot convince yourself?

The way you think about things, as you speak, has immediate consequences for you, your own credibility toward yourself, and the impact it has on you and your mindset.

For that very reason, there are so-called power moves! Such power moves are powerful instruments and actions that let pure energy flow through your body. Granted, that sounds very abstract and spiritual, but really has a direct impact on your mental health, in a positive sense! Look at the preparation of the greatest. Look at what very good speakers are doing before their talk. Look at what Tony Robbins does before his incredibly powerful and rousing performances. He has power moves that bring him into a kind of trance state in which he is energetic and action-charged. This energy, which he now feels emotionally, he can directly convey to himself, his attitude, and his way of speaking. Therefore, he also manages to inspire and move millions of people.

You know the tip to stand upright and powerful in a presentation and to tense your muscles, to sit upright during an intensive work and to press your feet firmly to the ground. You surely know all these little tips. Have you ever thought about why you should do that? And did you do it before you condemned it? That's why you should do these things. Because they give you strength and self-confidence because you achieve a completely different constitution than you would ever achieve without it. They will give you strength because you create strength. The Law of Conversion in conjunction with the Law of Conservation of the Earth. No energy can be created or lost. It is simply converted into other forms. In physics it is often that energy is transformed into deformation and heat, in the humanity the energy of thought in action and personal aura.

Action phase

After the meditation phase you are spiritually on a new level. There you have catapulted yourself up and can now profit from this momentum, this focus and the passion that you have built up in the meditation phase into your action phase. The action phase is about becoming physically active. These include all the things that physically energize your body. You can now start with some morning exercise, go for a walk for about 5-10 minutes or just have breakfast and recharge your batteries. There are several opinions on this subject, which is exactly what makes the most sense for you. Some swear by a well-balanced, vitamin-rich breakfast with a coffee, the others are convinced of intermittent fasting and take, if at all, a butter coffee (you read that right) to yourself. Ultimately, there are clear facts that speak for one, but also for the other. My opinion: Try both and see what you can handle better. If you try it out, you should try one of the two breakfast rituals for at least two weeks, so that your body can get used to it and you will not be dazzled by the stark changeover and thereby impair your conclusion.

Now to the question of all questions: Should you do your morning routine on "free" days? My opinion: Of course yes! It helps you every day to succeed and refocuses yourself every day on the things that will make you progress and make you happy. But on your days off, you can stretch it out a bit. Sleep well, take it easy. But you should do it anyway. Because the morning routine will be difficult or uncomfortable only in the first few days and weeks. At some point, it

is so firmly integrated into your everyday life that you do not want to be able to do without it anymore. Therefore, it is not a burden on free days, but an addition.

Evening routine

If it can help you immensely to start the day in a productive and structured way, it is obvious that it can also make sense to finish the day in a structured manner. Well, how can such an evening routine look like?

The fact is: the night is there for recovery. Whether you're a morning person, a night owl, or a daydreamer. Your body looks biologically to sleep when there is no daylight available. The night can and should be used for rest and relaxation. However, this is often easier said than done, because often we still have things to do that we just want to join in the evening, doing other things that are left over during the day, or we use the time we have in the evening to worry about them. This is not very productive because although you could obviously do things during this time, it is much more productive for you to have a regular rest period. Ever heard that regular breaks are important? In weight training one speaks of supercompensation, the phenomenon to go through a small power loss after exerting effort and only after a certain time to regenerate you reach an even higher level.

And for you, too, that is very relevant, even if you do not have to recover from exercise, but from mental work. The principle is the same and should apply to you here as well. For this reason, it is important to go through a recovery phase, to recharge your batteries, to process what happened and to come back even stronger after this phase.

This break is best used when biology allows it: At night. Here's your time to regenerate and recover. That's why sleep is so important. Too little sleep can lead to serious mental problems, which of course also make you physically aware. It is not for nothing that sleep deprivation is a torture method.

That means for you in plain language: breaks are good, breaks are important, sleep is good, sleep is important! And for that reason, you should also treat these phases as sacred and not have them exchanged or restricted. It also means that in these phases, you should also be mentally prepared to rest and take your time.

A typical phenomenon is not finding a day-end, taking the work to bed, and then having a catastrophic period of rest that will make you unable to regenerate. It will work fine for a while, but you know for sure that it will magnify the problems. You become less focused, less productive, and this directly affects the results of your work. And bad results or the absence of these results can seriously endanger your project or the achievement of your goals.

So find a suitable evening routine for you. In the best-case scenario, you will not be lighted up by monitors or bright displays until just before bedtime, as they strain your brain and encourage work to see why it can make you feel much worse. Watching TV leads to a similar phenomenon. It is better to pick up a book, to write something, to paint, to do something creative, but not demanding, to mentally and emotionally calm down and prepare for sleep. Tea, warmth,

coziness ... just a few things that can help you to relax. Find your way as you come to rest in the evening. My tip: Write down a few things that you have done well today, that you finished, and that you want to do tomorrow. This will allow you to create a structure for tomorrow right today and finish your day today in peace. The perfect emotional state to fall asleep rested. Also music can relax you additionally, should ideally then be connected to the writing process.

What is your biggest problem?

You know the statement: "You are the only one who can stop you!" This is a very superficial saying, but it brings it very well to the point. And I'm sure you know that, too. But I want to look a little deeper. Your biggest enemy, which keeps you from being successful and really happy, is your ego! I'm convinced, almost certainly, that your ego often prevents you from really getting ahead. Your ego prevents you from growing. Why? Because you certainly do not do some things because your ego is too big. You are too good to do certain things. I purposely do not give examples here, because you have to think for yourself if it is maybe that way. You are too proud to do something a second time. You are too proud to admit defeat. You are too proud to accept a challenge and you are too proud to ask for help.

Do you know the best friend of your ego? Idleness! If the two show up together, there is a layer in the shaft. The two hit everything flat. If one of the two appears, you can possibly fight against it. When both get on the dance floor, it is very quickly very empty. The combination of these two almost paralyzes you. One of the two colleagues unsettle you, the other will give you the rest.

To put it more clearly, your ego will probably temporarily prevent you from doing certain things. Laziness as well. Laziness is almost worse. If you're too lazy to do something, you usually justify it to yourself and then let your ego speak. The result is, if you hear on one or both of the two factors, that you are doing nothing. And standstill is certainly the worst thing you can experience when it comes to progressing. Standstill is the opponent of all processes, of all progress, of all results.

If I ask you what you think about laziness, you are certainly very much convinced that it is counterproductive, no matter in which situation and in whatever context. I'm not talking about well-deserved rest periods here. I'm talking about real laziness. You are certainly of the same opinion. But do you live your opinion then too?

Make sure your ego does not keep you out of ways, and your laziness crushes any challenge. Possibilities and challenges bring a self-acting momentum that is essential to your progress.

So what can you do about this laziness? Simple: do something! Doing is the evil of all laziness. You just have to do something. No matter what but start with something. Start research at the Internet, read books or contact people. You have to do something. It will certainly cost you a lot of effort to get out of your laziness in the beginning. It will be difficult and energy consuming,

but the dynamics it brings will give you much more energy than you've ever had before. It is just a matter of doing! Just start! Stop making excuses, laziness, and start doing something. There is no more important tip than this. You will not get a better one anywhere. You just have to realize that you have to do it. That's the only thing that defeats laziness. And by doing so, you gain experience, learn discipline, and experience routine that you can interpret positively for yourself. This is a creative process of superlatives. At the beginning of every process there is only this one step. But without this step you will not get ahead. It's the fence you're looking over to get to this wonderful flower meadow. It is the glass behind which lies the gold bar. Do not be stopped by a fence over which you can look over it, not a material through which you can see through. You are tall and strong enough to overcome these obstacles. So do it.

Planning is everything

Nothing hits you harder than chance. That's probably true if you believe in coincidences and consider them a natural stroke of fate. However, coincidences are much more likely to be unplanned events whose occurrence is unpredictable to us. You certainly now think that it is absolutely the same thing, only worded differently. You are not entirely wrong. Nevertheless, there is a small but subtle difference here. Because if you assume that something unplanned can happen to you, first of all regardless of whether it's good or bad, then you should go so far. You should plan pretty much everything else so that you keep this factor as small as possible. Because everything that is unplanned can be bad for you in case of doubt. Means: more planning, more control. And control is basically something very good. Therefore, you can try to plan the big and important things in your life very well, since you will benefit from full control here, but also the smaller things, since you also benefit from additional control here. Unplanned things happen anyway. And they hit you hard when you either have no plan or a very strict plan. If you do not have a plan anyway, the unscheduled may not be thrown off course, but only because you have no way to go anyway. Do you have a too rigid plan, every little shake will make you shake and you have to constantly revise and adjust your plan. What is the solution? Create a plan involving buffer. Meaning that you should always include a buffer for all crucial parameters: money, time, space, etc.

A plan is not so great when it is strict, it is good if it keeps you on your way and can take away minor shocks. Therefore, you should also choose a trekking bike for a long bike ride, because you may also have to drive over gravel. Maybe it will take a little longer than a racing bike, but you will not run out of tires if you just have to cross over with gravel.

How do you create such a plan?

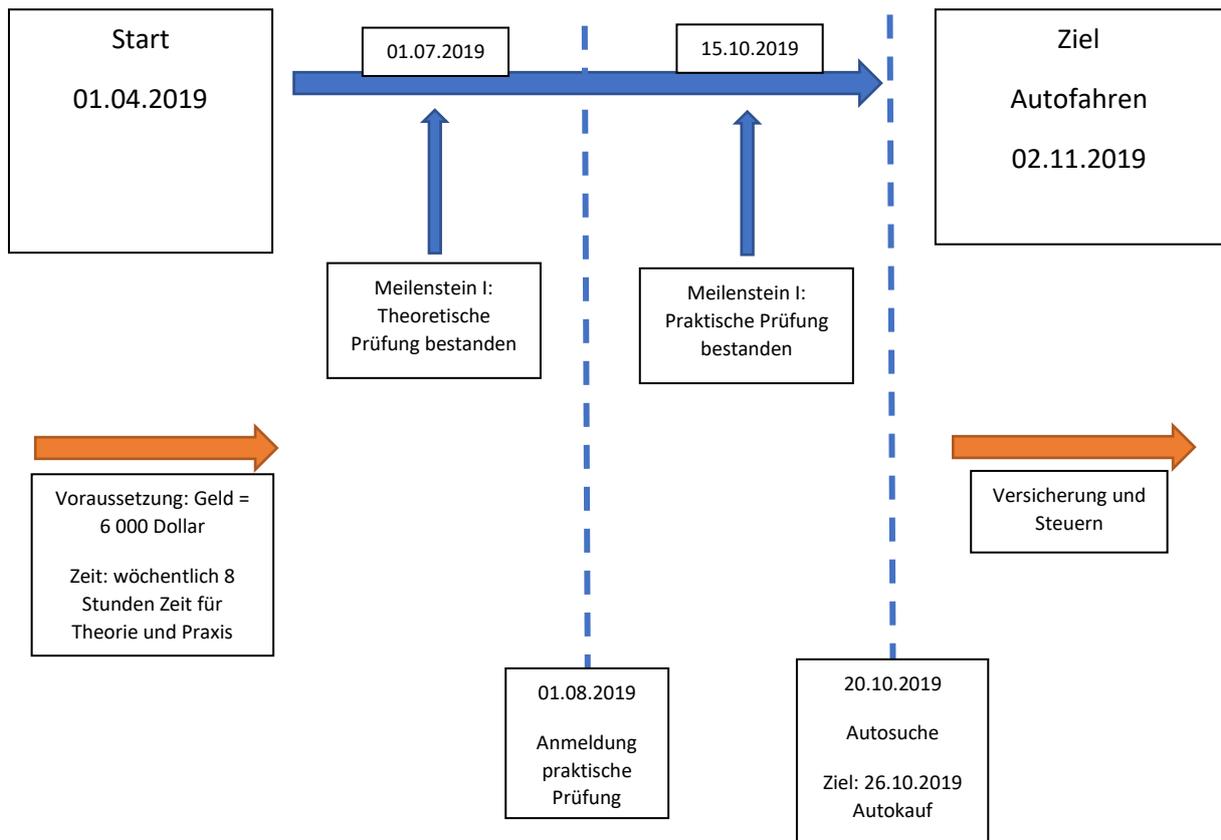
1. Set smart goals. We discussed above what smart goals are. Make sure, however, that you make your appointments realistic and plan a buffer time. The buffer time should

not give you the opportunity to dawdle unnecessarily. But it should give you enough flexibility when something is delayed.

2. Link successive processes in a logical causal chain. If you want to drive a car, you must first learn to drive, then pass a driving license, then buy a car, insure, and then you can drive. Sounds logical. But has everything been considered in this chain? Everything precedes that you have the money to take these steps. Meaning: You have to take care of all resources in time, so that you can also ensure the progress of your goals.
3. See which processes need to be completed for the next process to start or which processes may and should run in parallel.
4. Focus on the most important process currently. If you initiate a second process along the way, it's just to initiate certain things. So, that means that you can of course already register for your driver's license before you have really reached the end of your theoretical or practical unit. Some things need some lead time and do not require much effort. That's why you can get them started while you work. But only if they do not need too much capacity, otherwise you lose your focus. Which tasks can and should be done on the side, you determine in advance, so then when you create a plan.
5. Set milestones. Based on this, you can check the status and check for smooth running
6. Finish processes with a clear result before you start another process (except for parallel processes that need little attention)
7. Write down everything that might be important to you later.
8. Do not start a task without tracking the progress of your goal. Otherwise you will lose yourself too fast.

An example planning is shown below. Due to the simplicity we will use the above-mentioned example of driving a car. It is important to you that you can always design your processes and goals in a way that suits you for a smooth process. Means: There is no given form, which must be strictly adhered to. However, there are substantial aspects that should be met. The cornerstones of planning to be answered by the questions above. Otherwise, you should work out a plan that suits you, and not use a rigid template that restricts you.

I always recommend that you make a visual presentation as well as a written presentation of your plan. The visual plan will be easier to memorize and help you logically remember your processes, whereas the written plan should have all the details.



Destination: driving a car

Starting point of the project planning: 01.02.2019

Timeframe: 01.04.2019 - 02.11.2019

Requirements:

Capital = 6 000 Dollar (2 000 Dollar driving license, 3 000 Dollar car, 1 000 Dollar taxes and insurance)

8 hours a week for 4 hours theory and 4 hours practice

milestones:

01.07.2019 Theoretical examination passed

15.10.2019 Practical exam passed

Parallel processes:

Registration practical exam

Destination: 15.10.2019

Prerequisite: Theoretical examination passed

Car search and car purchase

Destination: 26.10.2019

Project completion; 02/11/2019

This overview is very simple, but provides a rough framework and enough room to add more information, give buffer times, add criteria, etc. It is not important that every detail is listed in the plan. However, there must be all the major pillars to eventually add small details.

It is very important that you map all the processes that are necessary for the progress of the project. Your planning must be so profound. Small things do not have to be strictly planned. They are hit most often by unplanned events, so a certain flexibility makes sense here. Too rigid planning quickly breaks up. A skyscraper in Dubai that is 97 stories high, must always be able to "swing" a little bit to tare, so it does not break with smaller movements and can balance these movements. That's the way your plan should be. Structured and sophisticated, but not too rigid.

Nevertheless: No projects without planning. A rough plan must always stand and should also be urgently recorded in writing and visually.

Partner tasks

You cannot do some things on your own and you should not do some things on your own. Even if you should always take the responsibility and structure in such a way that you can continue on your own in the worst case, it will often be possible to achieve significantly greater progress in a shorter time with a partner much faster. If this opportunity arises, you should definitely take advantage of it if it is a mutually beneficial partnership. Then it is guaranteed that both sides are also interested in a successful completion of the project and both work hard.

However, to work with someone on a business level, you should always ask the following questions:

What do I want to achieve through cooperation?

What would my partner like to achieve through the cooperation?

What is the match with my goals and goals?

What happens if the project fails?

Which tasks do I take on, which one do my partners take on?

How much do I depend on your results?

Which conditions should be set, which must be made?

Which goals will be agreed together, which shareholdings will be pronounced?

For all these questions and possibly others, you should be able to provide the appropriate answers. And the most important thing is: Keep everything in writing and let it sign from your partner. No matter how good, no matter how long you know each other, no matter if friend or boy-/girlfriend, relative or stranger: agree in writing on everything. Insist on it. If you make a

fair deal, both parties are interested to do so. Do not just leave it to fate. You do not know how many friendships broke up that was NOT kept to agreements. As a rule, friendships survive when one partner meets the other's obligations. But it is almost the rule that such a cooperation fail and destroy not only the business, but also the friendships. Surely you are thinking: "We do not need that. It's different with us ". Do it anyway, at any cost. You will thank me. If everything goes well: All the better. If things are not going well, you will be incredibly grateful to have made a contract. Otherwise you will experience your blue wonder. Trust me. It's not just experience, it's a fact. If you trust each other, then you are sure that both sides will keep their agreements. Therefore, both willingly sign, even if you are the one to make that proposal. What did you say? To take responsibility? Here we go again...

The perfect time

The perfectionist is willing to create something "perfect" according to his ideas, that is, to create all facets in his perspective as "optimal" under the given circumstances. Also means that the time of his creation must be perfect.

Being "perfect" is always different as it is almost completely subjective. What is a perfect evening for you can be the purest horror for someone else. Too exciting, too boring, whatever. The perfect boyfriend or perfect girlfriend can be the reason for running away, even screaming, for someone else! Ask two people for a perfect condition and they will most likely give you two completely different answers. And that's just as well! Every human being has their own idea of an input and output relationship. This means that the result is considered in connection with the investment. Since each person has their own view, which investment and which effort is too little, appropriate or above average. As a rule, we also come to different conclusions.

You certainly know it from the school: in your essays you have been rated relatively mad by one teacher, but then by another teacher, although you have used the same style of writing, you were rated better. For one it was better to be worse for the other.

To be perfect is, like so many things in life, a matter of interpretation and perspective. Perfectionism is accordingly a pattern of behavior to meet one's own demands and to take special care to the perfection of the satisfaction of one's own needs. Ask your neighbor at school, education or university when the perfect time is to start learning for the upcoming exam. Ask your friends when the perfect time is to marry or have children. You will get different answers. So what's the perfect time?

The perfect time, as factually as possible, is the time when you have the best prerequisites to start with something where every precaution is taken to ensure a smooth process. Now you want to go on your way to success: What is the perfect time for it? What requirements must be met or met to get started? What circumstances must be given? Is everything prepared?

Write down here the ideal conditions for the perfect timing for you:

When you have done that, you should now see that you make these preparations. Once you have made these preparations, this is the perfect time to start ...

...Wait a moment! If you make arrangements to start at the perfect time, and you become active in your preparations, then you have already started. And when you started doing that, was it the perfect time to start these preparations? Have you thought about when to start preparing? And maybe you have been preparing for the preparations that you have already done. Was it the perfect time to start?

Do you see? You start with something, regardless of whether it's the perfect time or not. Making always outweighs the perfect time. And should I tell you something? That perfect time you dream of does not exist. It does not exist at all. And if it would happen then it was yesterday! Perfect is always subjective, so there is a different "perfect time" for each person. The fact is, the sooner you start, the sooner you train for the marathon, the sooner you start learning for the exam, the better and the more effective your preparation will be. So do not waste your time waiting for a "perfect time". This is an invention of the lazy one. There is no perfect time and there will never be. Start today, start now! The powers of making are overwhelmingly greater than those of a "moment" when you begin.

"I'll start my diet next week," he/she said, never starting. If you make an appointment for the future, because it is inconvenient to attack it now, you will want to feel this inconvenience in the future and want to delay it again. You delay it until you just start. And then you also tank your strength and motivation. It has never motivated you to move anything. "I'm moving my sports unit to next week Wednesday. I'm so motivated to go training on next Wednesday instead of today ... "Do not fool yourself! This is pure self-sabotage. Get started to take a hand, start doing! Successful people are doers, not waiters. They start when rough conditions are met, when the plan is created, and the rest will build and adapt. They are not waiting for next week, because they know that it is already too late and that they are considerably more advanced in one week. The perfect time is nothing but an illusion to give you time to waste. You've been waiting all your life to make something. How many perfect times have you experienced so far, if you have not really started yet? Probably not so many ... What is the probability that the perfect time is next week?

Just do it! So start, make a plan and go! How can something be perfect when everyone has a different idea of "perfect"? It is your life. It's your time. You have 24 hours to be great, just like any other person in the world. Just start. Because now is the perfect time to be perfect. Not for me, for you!

A hot tip for your success

Learn to sell! For the simple reason that, no matter what situation you are in, you always have to sell something. You sell constantly, consciously and subconsciously. We usually associate selling with a negative thought. The bad sellers who want to chase us something we do not need and have to pay with money we do not actually have. Sellers have a very bad reputation.

However, it does not matter what type of person you associate with the image of a salesperson: Fact is you sell yourself! Maybe no products or services, but yourself every day. Every contact with another person is a sale. You sell yourself and your mental attitude to someone else. You try to sell yourself him or her. As a result, you do not have a monetary transaction, but the result of whether he or she feels sympathetic, attractive, caring, annoying, etc. You sell yourself through your actions and thoughts.

The first date? Pure sale! You sell to your partner why you are great and why it should come to a second date. Your own business idea? Pure sale! You are looking for people who push you and push your idea further or even support you directly. What do you have to do to convince them? Make your idea palatable, sell your idea to them. Any questions why you should be able to sell? There are many sales trainers in this world. Maybe you should visit one sometime.

About your finances

Why money is worth much more than your time

Because time is money! Very easily. You certainly know the saying: "Time is money". What does that mean? It means that your time is just as valuable as money. That you have to trade time to get the money in return. If you waste time, you have wasted time in which you could have made money. Wasting money, the time you used to make money was useless. It seems to be a hamster wheel. And it is this kind of rat race is that keeps people constantly on the move, but unfortunately still be running in place. It is the carrot on the hook in front of your nose. On the treadmill. You run after things that you would like to have. Do something that you really do not want to do. Probably a strict 9 to 5 job that stinks for years. But you do it because you have to do it. Otherwise you cannot pay your bills. Is it true? Or could you drop off right away and live off other sources of income or save enough to save your life for a few months? Not? Classic hamster wheel!

This term "hamster wheel" is so dumbfounded that you do not want to read it anymore, let alone hear it. However, no picture fits your situation as well as this one. You run and run and run, but you cannot stop suddenly, because otherwise you'll fall over. So you keep on running. You run so much and so fast, and yet you do not progress a centimeter. This is a hamster wheel.

The question should be now: How do you get out of this hamster wheel? How do you manage to get out there without damage and move forward with your own resources?

Figuratively speaking, you come out of the hamster wheel by starting to shift your focus. Your focus should not just be on running and on speed, but on control. Why? You have to make it first, that the hamster wheel is not moving so fast. Means that you must take some speed away now. You have to get the bike into such a beat that you can get out not injured and then go your way. So you need one thing above all: the control of your hamster wheel. The control over the speed, the position, the size. You must get control over your situation. What a great way to transfer it now to your current life situation.

How do you manage to gain control over your hamster wheel? We are talking about the time-money factor here. You can thus get one step ahead, as you decouple money from time. Just not swapping more time for money but can receive money regardless of your time or find ways to make money out of money, that means, to choose money itself as an instrument. And there are a few simple laws and rules that we'll talk straight away. You'll also realize that phrases like "It takes a lot of money to make money" is perfect nonsense.

I have set myself the task of fighting two myths. On the one hand, it is that money does not make you happy and good luck, and on the other hand, that you already need a lot of money to make more money. We will talk about both. What are you going to do best?

How do you get money?

So you have to look for something where you do not spend time for money, but money comes almost by itself. You can do this by building passive sources of income, taking more responsibility in your job and getting more money for the same job or having your capital work for you.

I know, that's what every financial expert tells you. Therefore, ask you first of all, why they do that. But I do not want to chew the same arguments over and over again. But I would like to go through a few important things and then give you some specific recommendations, which tell you what you now need to do to achieve this.

How will I design these recommendations? Quite simply, we address your current situation by doing an analysis of where you are, what options you have, and which option is best for you to really make money. There are no spongy and superficial recommendations where you do not know where to start or how it can work. We'll see step-by-step what opportunities you have, make a feasibility check, and then decide when to get started. Does that sound like a meaningful plan for you?

Of course we also talk about the unpleasant things of your current situation. We need to address them as they give us an indication of what you need to change urgently to make changes in your life. The fact that we will talk a lot about your weaknesses and problems makes this book probably the most unpleasant book in the world. I will not talk about it here, I'll talk to you very directly. I will not always stay polite, but rather try to get to the heart of the message, even if it comes across brusquely, but honestly and damn well helps you to find out how to get on with it and what to do to proceed into the right direction. That's it. Simply as that.

Before reading this book in detail, please make a pledge: Please take this information to heart, but do not feel personally attacked. Even though sometimes it feels like I want to criticize you very much, nothing in this world gives me the right to do that, or to evaluate your situation. I just want to help you reach your goals and desires and take you to the next level together. Therefore, I will also present things from my perspective and classify them according to this. You are a perfect person, and no matter where you come from, how you look and what you have, you are a loveable and successful person. I just want to encourage you to get even better. And I'll do that in a pretty clear way.

Why you think that money does not make you happy

Bullshit! To finish right away! Nevertheless, I will do something to verify this statement. I owe you that after such a speech! So give me a chance to explain that to you.

You probably think that money does not make you happy, because it is human to reject things or delete them from your own cosmos if they do not seem to be attainable. Especially in different societies and cultures, it has become a kind of hobby sports to condemn things that do not match their own imagination or just seem unattainable. If someone has an athletic body, then he must certainly take steroids, someone has a lot of money, then he must certainly turn crooked things. If someone is rich, he does not donate or give anything and just wants to have more money. Many conclusions that we draw without really having dealt with the matter anymore. Just prejudices...

I just say that these are prejudices. Why? Very simple question: How many people do you know who perpetuate this cliché? How many do you really know personally so well that you know exactly what motivation they are acting on and what conviction they are? I think that much earlier these prejudices spring from a thought construct. There is one self- built or it has been formed by casual opinions of others. But how much truth is in these statements?

Very little. Because with the same probability that money makes unhappy, it can also make happy. You just think that it makes you unhappy, so you feel more comfortable in your situation. It is easier to criticize another state, as to reconsider your own. Better agree with others than look self-critical in the mirror. This is not a reproach, it is often the unpleasant truth. For a long time, I did not act differently because it helped me to feel better for a short time and to rest without having a bad conscience. I was able to think about it briefly and thereby justify my own situation in front of me. And that's exactly where the problem is: It was just a short-term solution! This is certainly not a long-term solution, because this "pseudo-conviction" did not really make me happy. And another solution was too exhausting, so I wanted to quickly condemn it.

And here comes a phenomenon that you can observe very often in everyday life: We condemn people and their views and attitudes too fast, without knowing the actual background. Furthermore, we often find ourselves in the situation of criticizing a condition that may be desirable to us in part, but that would require too much effort, thereby creating a justification for ourselves for condemnation. Or we simply condemn things because they are not what is in our imagination. The worst point I would like to address here is the second one which I refer to now. This is by far the worst. It is not always the main reason why we condemn something, but often enough we turn up ourselves in such situations again. "You judge others because they are in a situation where you would like to be". You would also like to have more money. It just seems to be very uncomfortable to get there. Besides, more people having no money than

people having money. Therefore, the principle of the majority seems to apply: The larger amount will probably be in the right than the smaller amount. What this attitude can yield us has been more than impressively demonstrated by German history. One of many reasons to think more carefully about whether this belief makes sense.

It is very uncomfortable to reach things that do not happen right away. It is much easier to stay in our "comfort zone", to defend against any "hostile to comfort" statement and to defend it with bad luck. It could be really uncomfortable otherwise.

Please do not misunderstand me: I think that it is basically a very good attitude to be satisfied with the things you have. However, I also think that you should not be satisfied if you have set yourself higher goals. I am convinced that staying in this situation with actually higher desired goals is then just too much comfort, nothing more. Because why not want to reach your goals if you could? If you could go to a car dealership and pick a car for free, surely you are not taking the cheapest and are satisfied with it? You will certainly take the car that connects you to the most emotions and attaches the greatest value, the most beautiful, the safest and so on ... or am I wrong? If the dealership is however still closed, and you have to run a 20km walk to a different place to get the key to the front door to pick your car, it is already uncomfortable. And if you did not just have to walk 20km, but even swim 40km and ride 100km, ride a bike and do 10 squats, would you already start to wonder if it's "worth it"?! And now there are people who want to take that chance anyway and do whatever is necessary, do everything what is possible to get the keys to the car dealership, that now allows them to choose a car. Why then do you judge these people just because they value it?

Perhaps not the best example, but one that should reasonably present the facts of the actual problem: Some people have higher goals, want to achieve more for themselves, but also for other people. Some people seek for money because they can use money to make things that they would be denied when they have no money. Why do you judge these people? Why do you think that money should make you unhappy if you have never been in this situation before? Why do not you try it, even if it gets uncomfortable to get there, and then form your opinion? You can still donate all your money if you are unhappy with this money. Then you have done something good with it. You helped other people with money, so you really did something good! And for that you need money to help children in poverty or to give food to the homeless. Are you happy when you do that? Then you need money to do that.

Money does not make you unhappy, money makes with you, what you allow it to do with you or what you do with it. And with money, you can make many things possible, no matter what kind. You need money to make other people and also you happy: Because the world uses money as a medium of exchange for goods and services. Do you agree on that? I do not want to persuade anyone to do something. If you are a very minimalist or completely averted to finance related things, and you really do not care about money, then that's really totally fine and, in order to that, a completely legitimate attitude. But then you are more the exception, so my opinion. This is not an attack in any way, it's just my experience and my view that ultimately motivated me to change things by myself. And that's why I want to pass it on to you as well.

The fact is, money can help you in almost any area of life to move forward. This "financial freedom", which is always spoken of, means nothing other than independence from a source of income. Means that you either have so much capital or you regularly receive an amount through passive sources of income that can cover all your ongoing expenses and that in addition can allow you to consider things that are important to you. It literally frees you from financial dependence of any kind. So, financial freedom is always desirable. It does not set a fixed monthly amount that you need to attain, it just gives you the capital you need to live as you want to. You do not need to earn 20,000 Dollars per month. It may be that financial freedom starts with 1 000 Dollars for you. But only if you get that 1 000 Dollars away from any obligations that do not bind you. That means financial freedom. And that's why it's a big target for almost everyone. Not the amount of the sum decides, but the impact of this on your dependency.

What money can enable you?

First of all, the counter question: what can money not enable you? Try once to find an answer to this and take care if the factor "money" does not appear somewhere in this creation chain, which is only feasible or improvable by money.

Second step: Think about what is important to you in life. Then think of what would still be important for you although you currently do not have it. And then consider what you wish for you, your family, relatives or friends. Now think about whether money could help you with that. Please take two minutes to do this

...do you see? Topic ticked off!

Why money is badmouthed ...

... because money means something like power. People with a lot of money usually have more power than people with less money. Why it is like that? Quite simply, because we are just dependent on money. Not because of the money itself: the notes themselves are worthless in principle, except for the paper and the print. But because it is accepted worldwide, for products and services to look at money as an equivalent. In some regions of this world more money is offered, in others less money is offered in exchange for it. That this is a big problem is certainly clear but should be discussed due to the issue at another time. The whole thing is just not unimportant but should not just be discussed now.

And because we just depend on money, we depend on those who have money, if we don't have money ourselves. So we depend on them and it is just because we need money and do not have enough of it. Therefore, we offer people with money some exchange like our "work". We exchange time and work for money so that we can exchange the money for products and services again. As simple as it is, it is so hard to control this cycle perfectly. And you judge someone who has money because he has power by doing so, but only then gives him power by submitting to him or wanting his/her money: You beg for a job to earn your daily bread and offer your boss your work performance in exchange for money. You are just dependent because you get yourself into this position. You give money the power and so you give the people who have money the power.

Here, then, there are just two logical ways out:

- 1) Be independent of money!
- 2) Earn enough money and be independent!

Concerning 1): We already talked about it. If you are or want to be independent of money, you are certainly a very happy and well-balanced person. That's great! And I do not want to start a religious war with you here, since you certainly have a very own and logical attitude to it. However, I think that you are the exception.

Concerning 2) Here begins your journey. Please read on, so that we get together and that you earn enough money, then also get more "power" and thus are independent of other powerful moneymakers.

Do you see?! This power-demeanor is again a thought construction, an illusion that we have created on our own because we place ourselves into this situation. We contain ourselves extremely narrow and underestimate our potential so hard and live in that comfort zone and prefer to judge others. Just earn enough money so that you do not depend on an employer or you need to trade your time for money. And yes, it's easy, just unfamiliar. Since it is unfamiliar, it can also be uncomfortable. In principle exactly, the same way how you act now. You only work for yourself and your goals then for somebody else to be dependent again.

We push ourselves into this position of being dependent. We accept that and then complain about it. Make yourself completely free of money. If you realize that this is not possible, and I agree totally on that, then free yourself financially from others. You have both options. Both are feasible. I think the second is more logical.

Why you earn your money the wrong way

It's easy to put it this way: because you're either exchange time for money, not getting enough money for your time, or turning the money you get for your time into more money.

The average citizen lives in a permanent dependency. It starts with his/her work. She/he is employed at a company and has signed a work contract and commit themselves to a number of hours or a specific project to work for and get money in exchange for their services. This may sound like a fair deal so far. It is, if you are remunerated sufficiently for your work. But what does it mean? Sufficient means that you will be adequately remunerated for your work, so the added value that you can create, get paid accordingly by your activity. So here we already have two factors: the added value that you provide and the remuneration that should be adapted to this added value. After simple, underlying causality, that should mean:

If you do a better job, greater work, then you get paid better, or if you do more work, you get paid more. The equation sounds logical and meaningful. Looking at the whole thing in more detail, it can be seen, however, that the added value can be measured partly subjectively and partly objectively. The subjective perception is determined by what the individual recognizes in

your work. This can vary from person to person because the value is assigned to other parameters. For one or the other, your ability to communicate and contact with employees is important, while others are limited to the actual sales you make. This also brings us directly to the objective point: Your work performance and your added value can also be converted directly into sales, depending on the task. So, if you're in sales, your added value may also depend on the revenue you generate. Whether that makes sense and is fair is another question. However, it is a way to verify your added value with practical numbers.

So far, being paid by the value you bring to the company is not always the norm. Usually contracts regulate it that way so that you get a flat salary for a flat number of hours. Therefore, it means that you do not earn more money if you work more (overtime can be paid, however, but are often made without any additional compensation to satisfy the boss and to pseudo-save the supposedly safe job one time more), or you do not get a better salary if you do a better job. In the latter case, promotion still matters: the longer you do better work, the higher your chances of getting a promotion. You see: It's not that trivial to earn more money in an employee relationship. And that probably also matches your experience. That's why we need to see how we can change that.

Surely you know very well from your own experiences how well this construct enables you to make more money. Or, if you're not already trapped in this hamster wheel, you can certainly imagine it very well. The possibilities are very small, because they do not depend purely on you. Of course you can try to really get the most out of yourself. However, this value must be recognized by your supervisor, then the budget must be there, the position for promotion must be available for you and so on ...

Ultimately, you only have a bigger advantage if you are in a better paid position. If that can be the case and this possibility is going to be hypothetical, then it certainly pays off to put a lot of time and effort into the work. Even as an employee you can earn very good money that way. Depending on the industry, this happens sooner or later. Nonetheless, it is sometimes really hard to earn more money in an employee relationship without climbing a higher position in the hierarchy.

Do not get me wrong: it could definitely make sense to participate in the value chain of companies, large or small, to add value to potential stakeholder or shareholder. However, your advancement, your personal development or a financially positive impact on your life will not necessarily grow. Surely it can be nice to screw car doors to the bodyshell so that the consumer can buy a complete car. The question is, if you and your needs are not left behind ...

Such an employment relationship, as it is received by the average citizen, is then the reason why the monthly salary is capped. If you find yourself in such a position, it's hard for you to earn more money by simply doing more work. It is only possible if the extra work also means better payment, for example through a better job or a higher tariff class. But precisely because it is covered by labor and collective bargaining, you will not be able to make more money easily. And that's why the financial experts from all over the world recommend you to do your own business, because you have no capped income here, you can work for yourself and with just a little more you can also develop more money. I come to that later.

This fact also leads to another fact that, in order to really make progress financially, you should trade your time for more money. But that only works if your financier, usually your boss, sees it that way too. In tariff classes this is another story. So if you want to get more money for your time, you should look under which circumstances you can do just that. Possible factors may include: employer, place of work, responsibility, work performance, etc. You probably know best what kind of things you have to do or ought to do concerning these factors to bring them on the desired level. To earn more money for the same time in an employment relationship, you must consider changing those factors. So I'd like to ask you to give you a quick overview of your current employee situation, and look how you can make more money.

Under certain circumstances, it can make sense to change the job description. Easier said than done, but often career changers are an interesting component in different professions. You can also work as a scientist in a consultancy, since it may be important here certainly, for example, advising a chemical company competently and to understand some scientific processes to guarantee faultless procedures, implement customer orders, etc. or to understand key procedures better. Specialists are involved in important key processes across all industries. It does not hurt to just look around at the internet, which positions are advertised, and which job profiles are ultimately conceivable. While it takes time and work, then finally to submit the application, in the worst case, you then get a well better payed job at hand. Just try it! It is worth it.

If you stay in that dependency, your hamster wheel will still keep turning as you run after your monthly salary to pay your bills and so on. These, in turn, require you to earn money to cover them. Since they also have a certain duration, they require you to comply with these obligations over a longer period of time. Over time, some of these liabilities will be replaced by new ones. And the wheel turns and turns and turns ...

If that does not work or does not give you a significant advantage, you just have to take what you can get. Take the best, even if you give your best. Of course, you can also build up a degree of prosperity in a fairly simple and modest employment relationship. This takes longer and requires a little more modesty, but it works as well. And how that works, you will learn now ...

Build prosperity with a measly monthly wage

Granted, this headline is pretty provocative, but it's supposed to describe the picture that most people out there get as an indication of their monthly salary: At the end of the month, there is little no money left. As a nice saying says:

At the end of the money so much month remains.

This is mainly due to two reasons:

- 1) You earn too little. And we talked about that before. There are ways to earn more money with your current job in your current situation, but some of them are not in your hands and therefore can only be determined by other factors that you can only influence to a limited extent.

- 2) You spend too much money. Means that you waste too much on what you get every month through your salary. And I consciously choose the word "waste". Because you are sure to spend too much money on things that you do not actually need. At least not urgently. Sure, you should be able to pay a rent and eat and drink as well. But what are the additional costs? Cell phone costs, car costs, maybe financing costs of other items such as furniture or electronics. Of course these are things that you do not want to live without. But these are also things that devour your content to a large extent every month. These are the so-called bad debts. I'll talk about that in the next chapter and tell you why you cannot build wealth, if you do not change your mindset about it.

Both ultimately result in you having no money left over at the end of the month to save or invest. If there's no money at the end to start doing anything useful, you'll start your new month just as you finished the old. Namely without financial means. You will start the new year as you have finished the old one. You will live on as you have lived so far. Is that desirable? Do you want that? And do you really want that? For real? Do not you have any other goals or wishes? If not, then you should not waste your time with this book and go back to your everyday life because you are just happy and content with how you live. And, I repeat, that's fine, if that's the case. But if you still have unfulfilled goals and desires, somewhere in your heart, deep inside, then please, read a little further, because then I'll show you how to do just that! It does not happen by itself. That should be aware of you from the beginning. But it will happen if you get it right. We should first clarify why you do not have some more money left to save it at the end of the month.

Consumption debts are no debt of honor!

Consumption debts are those recurrent expenses that are subject to consumption, for example those that you have to spend on your cell phone contract, the loan for your mobile phone, a TV or something similar. Believe me, I know what I'm talking about. Surely you think now: But I need a cell phone! We cannot argue about that, especially in today's society. Since I agree with you, predominantly. Nevertheless, you should take your mobile phone in your hand for a moment and see if it has to be this mobile phone?! Would not it have been also cheaper one? Sure, your current one is cooler, has more features, a better camera and is faster, but it costs you more. If not monthly, then by the loss of value through each use. Did you think about the costs that can be incurred when repairing your mobile phone? Do you have the money to lie on the side?

Please do not misunderstand me: I do not want to tell you that you should not own a cell phone or sell your current one immediately. That's not what I'm all about. I just want to make you aware of a few things and give you a different perspective. I myself love technology and I'm the first one who wants to have a new innovation right away, but I also know that's unreasonable and that's why I leave it. I will not leave it forever, but my priorities are different. They are not about to conclude an expensive mobile phone contract to have a cell phone at the price of a used small car in the bag. The priority is to save in the now and to keep smart with his money to later, and then, without having to think about, be able to buy such a cell phone directly, not having to finance it. The point I want to make is that: You choose to finance a cell phone or other things that cost you a lot, and most of all, for which you now also have to work monthly to be able to pay the monthly rate. There you set your priorities. But then you complain that you have no money left at the end of the month. Do you understand the vicious circle in which you are going? It just does not work that way. You 'll have to be prepared to negotiate a cheaper phone for a few years and not choose the latest and most expensive model. This will allow you to save a little money at the end of the month. That will finance your prosperity in long term, believe me. Even small sums a month are enough to build a considerable amount of capital for years, all by itself. And when you do that for a certain amount of time, you will be able to become financial independent for the rest of your life. You must be worth it to practice something in abandonment so that you do not live from hand to mouth all your life. Do you understand what I want to tell you? You buy very expensive things, worse, they fund you for months, and then impose a monthly amount that you have to pay. So you just go to work to cover your recurring costs. And you are scared and do not know how to cover the costs if you unfortunately lose your job. With every financing in your current situation, you increase your pressure and your monthly burden. It forces you into the hamster wheel and it turns faster and faster. You thereby reinforce your dependence on addiction.

It's always awkward to go backwards, that's clear, but is not it worth it? Is not it worth it to save a few bucks each month that you can invest reasonably (and I mean that's really reasonable - I'll talk about that later) - to build wealth and realize your goals and dreams? Are not you worth your goals? Why do you have her then? Do you want to dream your whole life, and make the same crap day after day, then go unhappy from year to year and change nothing in your life? That's botch, really. Either you feel yourself not important enough or you lie to yourself. An

iPhone 8 is better than to allow your family an independent and free life later on, and to be able to do not only a week holiday on the Moselle, but also others, for to discover exciting places and cultures? You think I'm exaggerating? Really? Then take a look at what the compounding interest effect is and what makes it out of 1 000 Dollars in 10 years with an annual return of a realistic eight percent. It doubles your capital, even more. After 10 years you get from 1 000 Dollars with an annual return of eight percent about 2 160 Dollars. That does not give you a carefree life, that's right. But imagine, you can save even more. Imagine you manage to save 10,000 Dollars a year. Each year. Do you see where the whole thing can lead for you? Do not underestimate what small amounts make up monthly to accumulate significant capital after a few years. It does not cost you much to forego a few things every month. But it costs you a lot to give up your wishes and goals all your life ...

Please make a list right away, and I'm serious about that! Please get a pen and paper now to write down the most important points. I'm not beginning to enumerate the psychological aspects of why it's important to really write down one's thoughts and points ...

So, please write down what you've bought, funded, etc. over the past 12 months and what's not particularly relevant to your daily life. Of course, you have to be strict and honest with yourself, otherwise you can make everything plausible. Some typical examples: mobile phones, televisions, clothes, kitchen appliances, cameras ...

... okay, I hope you've written down five things. If you have not found five things, then you should seriously ask yourself if you also were really honest with yourself and not glossed you some things yourself or have justified in front of you. I'm talking about things where it would have done a cheaper version, or you could have done without completely.

If you have not found five things and have been honest and critical, that's definitely positive for your saving behavior.

And now, please write down five reasons why you should have saved the money. What are your goals? What do you really want to do or achieve? Where do you want to travel? Where do you really want to live? What do you really want to enable your children (later)?

Write them down here:

The important thing of writing these things down? Because on the one hand, it's important to think about it a lot and to see in what context your expenses are aligned with your goals and your savings potential. Surely you will not be able to give your children a financially free life if you give up your e-cigarette today. But be aware that every million Dollars starts with a single one. Be aware that every consumption-related Dollars takes you farther away from your goals and dreams. Be aware that you cannot save 100,000 Dollars if you are not prepared to save 10 Dollars per month. Saving is like all other things in this world: starting is hard, but the first step must be taken to move forward.

Be worth it for yourself and lower your claims for some things, at least for a period of time. Whether your car, mobile phone, TV, sofa or holiday: It does not always have to be the most expensive in your situation. The more you save today, the more you will have available later. These little things every day are they that do great things in a few months and years.

You spend too much money on things that please you for just a short time but will not bring you one step closer to your goals or even move you one step forward in life. Try it to slightly reduce your consumption expenditure, daily, weekly, monthly and annually. Not to zero. No need. A certain comfort or security should never suffer from savings consequences, but please, do not spend more than necessary, because these are the costs that are incurred, for which you are otherwise working your whole life. You choose it: Either you work for your whole life for money, or the money works for you for a lifetime. It is not an easy decision because the idea that we are making money work for us seems so far away from us that we do not believe it. The reason is that we got to know money handling completely wrong, because we grew up in circumstances that force us into the hamster wheel. Stopping habits is never pleasant. But you see where your habits have taken you and now hold you captive. Therefore, it makes perfect sense to work on these habits in order to discover new perspectives.

Every decision you make should be made consciously. We talked about that already how you can make the right decisions subconsciously. There are a few tools to come back to. But there is no way around building awareness for your decisions. And you gain that awareness by thinking about choices and then making a logical and meaningful decision about your values, beliefs, and goals. Again, it takes some training to repeat this process. At some point you will then be able to develop a kind of automatism.

Why is it so important to give up today to benefit from this savings tomorrow? The trick is that if you spend a lot of money on what you currently spend every month on your spending, you'll be able to afford something bigger and better in a few years, and still have more money left. Even more, that you would have spent today. This is not superficial laughter, that is pure mathematics. Of course, we also have to talk about how to spend your money, how to get the returns and what options there are to find the right blockbusters.

What sources of income are there, and which are useful for you?

Money can flow into your pocket from many sources. Some are more accessible, so they usually do not offer so much money in exchange, and some require more time, energy, or even a previous investment. That sounds very uncomfortable even when reading. As a rule, it is also common, but these types of sources of income provide the most revenue.

Basically, it is distinguished between the active and the passive income. Active are those for whom you actively offer something in exchange: So either your time, your work or other things. An example of this is the well-known employee activity. Here you exchange your working time and your work performance for a monthly wage.

Passive sources of income are those that regularly yield a certain amount without having you to actively do something for it. This can be, for example, rental income from a residential property. The property regularly pays you an amount for which you have to actively invest nothing (or very little) of time and work.

If you compare these two, you will certainly say that passive income is more comfortable and enjoyable.

I would also like to distinguish between scalable and non-scalable revenue. They make another important difference to the amount of your regular income.

Scalable are those revenues that, theoretically, can become infinite because they are not related to limited resources or capacities. So that means: If you sell a online training through your internet presence, then it is electronically multiplied almost infinitely. It can be sold all over the world, provided, of course, the language barrier is not an obstacle. This allows you to

generate almost infinitely high revenue with only one product (theoretically). Of course, most people will only buy your training once. However, if every person in the world has bought your training, then you should have got enough revenue.

In turn, non-scalable revenues are those that have limited capacity or resources. So your paid employment or self-employment is not scalable, because to earn more money, you'd have to work more. Unfortunately, the day still does not have more than 24 hours. Working more than 24 hours a day is just not possible.

Finally, we differentiate between one-time revenue and recurring revenue. They are unique if you once waited at the wedding of your best friend or your best friend and you will then be rewarded once. Recurring revenue comes when you get paid for your services on a regular basis, such as your work, which you regularly trade for money in recurring time frames.

The conclusion for you should now be the answer to the following question: Which revenue sources are you currently drawing, and which do you want to own in the ideal case? Do you have a recurring but active and non-scalable revenue? Then the recurring factor is good after all. Do you have a unique, non-scalable and active revenue stream? Then you should urgently change something. What seems to be the best solution for you? I use my clairvoyant abilities and assume that you prefer a scalable, recurring and passive source of income. Or several of them. True?

You've just learned something not insignificant: besides the factor of how much money comes in monthly, it's just as important where and how your money comes in. This often seems to be relevant only on the second glance, because after all, you do not complain if large sums come in regularly, at least for a certain amount of time. That's true, but these factors limit you if they deviate from the ideal idea mentioned above.

Why? Simple: you waste too much of your precious time. Because it makes perfect sense to take a revenue that is smaller in volume through a scalable and passive and recurring business than to acquire larger amounts through active revenue. Because if you generate passive income, you will have the time that you save opposed to active work, available again to build a second source of passive income for you. As a result, you can then generate the second passive source, after which you then build the third one again and so on and immediately ...

Sure, that sounds a lot easier here than it actually is. I know. However, you can see that the output is many times greater than other sources of revenue, because you always win the crucial factor of "time" for you, which makes you more productive again. The whole thing does not have to culminate there, that you only work and generate a passive source of income after another. Only so many or so big that they give you what you want to have to live. Do not need, want!

People have different conditions, for everything in life. Many things make us different and make things easier or harder, starting from us or influenced by the outside world. But we all have one thing at our disposal: time! Every person, whether Steve Jobs, Jeff Bezos or Bill Gates, have got the same 24 hours a day, as you have. No one has more hours per day than you. So it just depends on how you use this time. And that's the key!

Your situation and why you currently have too little money

This can only be due to two reasons: Either you earn too little or you spend too much. If both are the case, you should seriously think about your lifestyle. That is probably the case, otherwise you would not have considered reading this book. Two things can usually be said very easily: Firstly, you earn too little, and if you had the choice, then you would also want to earn more. It's not that easy either. And point 2: You're mostly convinced that you definitely need to live what you spend on a monthly basis. That is not that simple, too.

We already talked about point 1. We will discuss this in more detail later. We should now point us two at this point closer look.

You waste too much money! And even if you are not convinced, at the end of this chapter we will see that I am right. The whole thing is and remains a matter of interpretation. Therefore, you pretend that you are only spending for the least amount of money, and I will interpret it as spending money unnecessarily. Let's see who's right in the end. I'm probably going to be right because I just want to show you that your view is really inappropriate if you're really convinced that you're not throwing too much money out the window. Not wrong, just inappropriate. We already talked about the goals and the willingness, but also compromise the need. So now for your monthly costs.

This section is something interactive it, because I expect from now on that you work with me together. And even if you think that it is not necessary to actively contribute to this chapter, I still urge you to really join in the whole thing. After all, this is about your wealth and your money. So it makes perfect sense to be here and now. After all, you have already invested in this book here. And that is the ultimate manslaughter par excellence. Well, it should be well worth it now ...

Step by step to financial awareness

How much money do you spend monthly? As a rough estimate you can once write your monthly net income on a white sheet of paper. Then please write down what sums of money you regularly put aside in the last three months as a surplus or could even save. The difference between these two are your monthly expenses.

Your goal should be to minimize your monthly costs and maximize your surplus. What are your monthly expenses? Please make a list of what you spend on a monthly basis. At this point, I will not value your expenses. However, it is important that you fully write down your expenses as detailed as possible. Rent, food and drink, cinema, car, gasoline, insurance ...

Now please add two extra columns in which you can rate the importance or urgency of your expenses. A scale of 1 - 10. 1 stands for "not so important" or "not so urgent" and 10 stands for "very important" or "very urgent".

The evaluation of your expenses is very important. It shows you the importance you attach to your spending, and at the same time tells you if and what you represent to justify your expenses. It is important that you are honest with this review. It depends a lot on the need you see in your expenses. The more detailed the expense listing and the more honest your rating, the easier it will be to make progress.

Now you should complete your list completely in detail, before we continue. Please try to state the importance and urgency for each issue, even if it is difficult or not really possible. It's about much more than just a number, but you should definitely try to find one.

After all, importance means how important something is to you. A high importance shows that you willingly spend on some money and definitely see a great benefit in it.

The urgency tells you how much you need to make this issue, either because it is long overdue or extremely relevant to your immediate progress.

What does this list tell you?

You have now largely enumerated all the expenses that are a burden for you monthly. Furthermore, you have attached to all expenses, without exception, an importance and an urgency.

Let's start by how easy it is to evaluate your spending. If it has been very easy for you, that means that it is a meaningful issue in your eyes that is important and or urgent. It is only a question of whether it was (as objective as possible) really an important and/or urgent issue or whether a subconscious justification process has occurred. We will look at these issues later.

First of all, let's look at the types of issues that made your review difficult. Why did you find the rating hard? Maybe because you see no direct benefit, or the importance or urgency was not given. Or the rating seemed too abstract, so rating is simply not easy.

Take a closer look at these points. What kind of expenditure is it? Are these issues that are incredibly important to you? Which you have to do to maintain your standard of living? Or are they expenses that you might be able to do without, or at least not have to do regularly?

Often these types of expenditure are those of which we have no use. Therefore, the rating is very difficult for us. Most of the time, there are expenses that we do not actively reconsider and ask us at the end of the month why we did them. These are the expenses that let us look a proper charlie every month, quite astonished, why we did not manage to generate a small surplus again. For these we have no real factual and no emotional value. They just happen and avoid our attention. And yet they decrease our capital, month by month.

It's often small things that we can do without, which add up to something big. That's why you should absolutely see if you cannot completely cancel the expenses, where your rating was very difficult. If that does not work, you can see if you cannot minimize those expenses. Do you really need this contract? Is not there a cheaper rate? Do you have a chance to end this contract? Do you read the magazine you subscribe to, anyway? Are you actively spending that money over and over again? What does a renunciation mean to you?

It is often simply the habits that drive us to such nonsensical issues again and again. And when you write down what benefits you get from these issues, and at the same time write down what happens if you do without it, you'll see that an "AHA" effect can suddenly come along: the AHA effect, from which now you can be certain that this expense is unnecessary and that you will not experience any restrictions by doing without it. The savings potential is often hidden, in issues that we do not see so obvious, but are nevertheless numerous.

The second point describes the expenses at which you could suddenly grasp an importance and an urgency. If spending money for it is important, then you should do it. If spending is urgent, you probably have to make it. But that does not mean that they are important at the same time. So check if your urgent expenses are important to you as well. It's not about whether it's important to settle these now. It's about whether spending provides you with real, real, physical and emotional benefits. A high urgency and a low importance or vice versa must definitely be checked. Why is it urgent, if not important? Here we have the greatest conflict potential in your spending. If both numbers, the importance and the urgency, are too different from each other, it means that you must definitely check what issue you are spending money on, why you are doing it, and above all, how to reduce or adjust them.

If the importance and urgency are less than or equal to 6, you should be able to easily do without it. For no other reason, you have otherwise set such a low number. Is the rating 7/8 you can argue about it. Here is a category in which you do not necessarily want to give up the expenses or can. It can therefore make sense to reduce spending simply. Are there cheaper alternatives? Are these issues really 100% justified? These questions can and should be asked here.

Issues with a rating of 9/10 in one of the two columns should first be compared with the evaluation in the second column. A too large deviation should definitely be checked more exactly, why it comes about and whether there is potential for savings here. If both categories are highly rated, then there is the least potential for savings, unless you judge them unrealistically. The monthly rental expenses can quickly be considered also as very important but break the mold big time. So also note here if and what saving potential exists.

Expenditures that are important to us are expenditures that we see as having a great emotional or rational benefit. We just do not like lower one's sights or just give it up. That's alright, as long as there are more underlying issues that you can tackle. If the air gets rare and there are no more expenditures where there is more potential for savings, then the expenditures that are most important to us must also be used. Although at the very last, but in doubt, these too. Because: saving is important! In every position, in every situation, you should save money. Without saving, you will not build wealth. If you do not save, no matter how high your monthly income is, you will always keep your expenses high enough that you effectively cannot increase your wealth, because you increase your expenses with increasing revenues. Although this may bring you a supposedly higher standard of living, but you are just as dependent on your monthly income as before, to cover the costs. You only increase the size of your hamster wheel. More income means more expenses for you, forcing you to increase your income. This addiction will probably not make you happy and satisfied. Because no matter how well you are: If you are forced to do something that you do not feel like or are just dependent on something that you have limited influence on, you will always be accompanied by insecurity. Even if you achieve a very good monthly income in your company, however, you are still very much dependent on the economic situation of the company, your supervisor and other factors. And if you think an employment is safe, then you should look into the layoffs of larger companies if they do not meet their projected targets.

What do your expenses say about you and your consumption behavior?

You have to have a roof somewhere over your head. But maybe you pay too much rent? Could you not cope with a smaller apartment, if only for a while? For your dreams? Is not it worth it? Please check directly how expensive your rent per square meter of space is and compare it to the average rental price per square meter in your area. Are there apartments that are big enough for you and perhaps even cheaper? What speaks against it? Of course, a move always costs money. But if you can save 70 Dollars monthly rent through the new apartment, and the move costs you 400 Dollars, you are profitable after six months. Simply as that. And from that time on you save effectively money.

What are your additional costs? Often it makes sense to change the electricity provider or the telephone service provider regularly, as some providers offer very attractive new customer discounts. It does not hurt to change every two years at the latest. Which heating do you use? Do you have a night storage heater or other very expensive heating system in your house? What energy efficiency is available? Of course, these are things that you do not necessarily like to deal with. But are not your dreams worth it to invest 10 minutes in a quick internet research? It has never been so easy for us humans to get information. So please sit down at your PC and take care of it right now to do a small comparison. If you do not do it now, you will not do it tomorrow. And certainly not next week. You've got to buy this book for your life to change.

Well, that does not happen by itself. So, please take 10 minutes to read the book less and do a research on the internet. There are huge comparison portals that really make it incredibly easy for you.

Another important point is: where is your apartment? Is it close to your work? If not, does it make sense to look for a flat nearby so that you can save on travel expenses, etc.? Sure, it's super uncomfortable. But if you do not plan to give up your work in a short space of time, you can really save a lot. Gasoline, tickets, etc. These costs grow very fast every month. Think about it at least once.

Food and drink: Here you should not have to save super much. Eating and drinking is important. You must also not buy eggs from tortured hens or buy water injected meat for 4 Dollars per kilo. But it just does not have to be a coke from the gas station or regularly the most exotic fruits. You live the luxury of being able to buy high quality and fresh food very cheap. Seasonal products, products from the range, no-name products from discounters, which are nevertheless very good and are unbeatable in the price-performance ratio, can save you an enormous amount of money every month. So take a brief look at where savings potential lies. Please go to your fridge and see where you might have saved something. Now you have an idea of where and how you can save on a regular basis by replacing one or the other product with a cheaper alternative. Not always, but certainly now and then.

Money is bad

Either you have heard this statement before, have been confronted with it or even have a similar opinion. There are many prejudices associated with money. On the one hand, because one thinks that money turns one into a greedy creature and, on the other hand, because it reveals the bad traits harshly. What do you think? Are these prejudices justified? Is it exactly like that?

Here are two questions about which you can like to directly make some thoughts of: Who confronted you with this statement? Do these people themselves have a lot of money to claim this from their own experiences, or do they have much contact with people with a lot of money to make that statement confidently?

Now it is like this: We all do not like people who spread a lot of untruths. They always trip us up in our lives and cost us strength, time and credibility, which we want to give, but then falls into a large, empty pool. A basin full of untruths.

We often find it unqualified to make statements that are neither based on personal experience nor are adequately researched. Because then there is usually lack of plausibility. If we look at it that way, then we have to look at what makes this statement "money is evil" so different, because we or our auditors are convinced of it. Consequently, does this mean that we can give this statement credibility so completely, if the same factors prevail here as in any other, meaningless statement? Probably not...

It is a very provocative statement, based on neither experience (personal or trusted) nor solid information. Money in itself is neither evil nor good. Money is completely neutral. Money only gives us the opportunity to use it for products or services that we offer money in exchange. Again: money in itself is completely neutral. It's the people behind it that get the ball rolling and decide how money should work.

With money great hardships can be eliminated, much good be done and much salvation donated. With money, however, you can also be up to mischief by exploiting the power that we associate with money in our society. So here are two main questions: who has money and what is done with it? Or what does she/he do with it?

I am convinced that money does not change the character. I am convinced that money does not make you a better or worse person. But I am convinced that money emphasizes your character traits, which are already dormant in you from the beginning, and are now reinforced by this "supposed" power. If you're a helpful, benevolent person, money will help you do even bigger, better, and even more helpful things. You have the opportunity to do much more than you can do without money. You have more resources available as you can now turn to much larger levers. Money is good, money is help!

Likewise, money is also seen as an instrument of power in our society. This gives the wealthy a kind of prevalence that allows them to do more than other people who do not have that much money. Since we are all dependent on money in our lives (more or less), of course we are also dependent on the people who have money. This can quickly make us feel uncomfortable in this situation and create a feeling of being powerless, of subordinating ourselves and having to work for money so that we can get the money to secure our existence. Ultimately, we associate with it the wickedness we associate with money. The position we take through our money-dependence gives money that status that it is evil. Speaking: Money is only evil in your eyes because you do not have enough money. So, you bring yourself into a position where you depend on other people's money. This is no comfortable situation, I see. But you know how to change that. And with changing that, you also get the opportunity to give money an enhanced state.

So does it make sense to regard money as positive or negative? You always decide for yourself, how much importance you give money, how much you are dependent on it or on the people who have the money. You also decide what kind of options money gives you. Money never decides on your character. Your character decides what you do with money. Money only gives you options. Not more but also not less. You choose.

Learn to handle money

Simple example: People who come to money very quickly (top athletes, lottery winners, etc.) often lose their money again very quickly. We all know the negative examples from the news, where athletes are advertised as insolvent and have squandered their entire fortune. Or lottery winners, who have lost all their profits after 3 years and now look worse than before. Why is it like that?

Because they have not learned to handle money. Because they have not learned how money works or how to work with money. People who know this will make millions more millions, maybe even billions, in a few years. People who do not know that and have not learned have lost everything after a few years and may well be worse off than in the big win.

What does this realm mean?

To be rich is always relative, it is at least often suggested. Some are rich in experience, others rich in knowledge, others are financially rich. You see, there is not a universal definition of being rich. In Germany, however, this is already articulated once financially: single people who earn at least 3,418 euros per month, are recorded in the statistics as rich. With partnerships the income limit lies at monthly earnings of 5,127 euros. These values correspond to the net income. The numbers are given as they represent twice the average monthly income. From 250,000 euros income, however, only the "wealth tax" applies.

In the perception of many people, however, wealth is not so clearly defined. Here, the rich are the ones who drive an expensive car (bought, financed or leased), wears expensive jewelry, is dressed in designer clothes or can go out for a decadent dinner regularly. Being wealthy is therefore clearly defined on the one hand, but also a matter of interpretation on the other.

Of course, one must also admit that there are just several types of wealth, as described above. However, if we want to limit ourselves to financial wealth, the picture diverges in part between legal wealth and subjective wealth.

It's really important to me that you think about what it means for you to be rich. This book, however, is about wealth in financial aspects. That's why you should consider what your financial goals are. I know that money is not everything, but it is necessary to do almost everything. So please do not let us start a policy debate here, but just follow this point.

So where does financial prosperity start for you? Where wealth? What do you need to make you feel good, what to make you rich? What do you need to be financially free?

Write down at least five things that you want to own. Material things that are important to you. Even if it is a round trip through Australia. So whatever you want to do, you want to have the power to do, which usually costs you an investment. Please write them down here and do research right now on the internet, what costs each one creates (if you do not know exactly try

to estimate as realistic as possible. If these costs differentiate too much from each other within a product group, then please take an average cost) and sum up these investment costs:

- 1
- 2
- 3
- 4
- 5

An example might look like this:

1. World tour 14 000 Dollars
2. House larger 100sqm in Dusseldorf, Germany 700 000 Dollars
3. School in Africa build 170000 Dollars
4. Sports car 130 000 Dollars
5. Granite kitchen 28 000 Dollars

Total: 1 0 42 000 Dollars

This is a simple example. The examples are stupid? Never mind! They are just supposed to show you how to design your list. You now see a sum that you should have in your capital to make your five biggest financial wishes come true. Do not finance, buy. Do not borrow, own. Do not start, finish.

Some of these things need also taxes, insurance in addition to the purchase of another, recurrent expenditure. That means you need much more than just this money. If you have a capital of 1 000 000 Dollars, you are already very good at it, in order to meet your financial goals in large steps. If you choose smaller sums for your wishes or simply less cost, you are able to cover some of the recurring costs out of this one million Dollars already. Even better!

You now have several options: You put this book out of hand immediately and decides to live your life as it is and not keep you busy because this seems out of reach to you anyway. Then please put this book away immediately and sell it on classifieds, so you get at least one more Dollars for it. Then this project has failed. But before you do that, you should ask yourself the following questions:

- 1) Why did I even buy this book?
- 2) Why did I want to know more about how to become financially free and independent?
- 3) What are my goals in life?
- 4) How can I reach them and how can money help me?
- 5) What are my goals worth to me?
- 6) Is it worth it to give everything for my goals and this one life, what I have?

If you have a clear answer to each of these questions, then you should think about whether it makes sense to give the whole thing a chance. If you can clearly structure and name your goals, and do not hesitate to find answers, why are you willing to let it all go? Why do not you try to reach your goals? If you are really unable to give the whole thing a chance and make something of your life, for yourself, for no one else, then you should stop reading now. That's it for you then. Then even the few Dollars for this book were wrong and too much for you. Then I wish you all the best and much success on your way.

But if you should still read on now, you have a little spark of hope that enables you to reach your goals either, definitely felt the desire to work on it and feel a certain self-confidence. Or, you are just sure about being able to reach your goals with this support. The stronger this passion is, the easier it will be for you. And if you say yes, I'm hungry for success, I deserve this life, I want to achieve my goals! Then you will, with the help of this book, find exactly this way.

Good, let's get started ...

If that list was too superficial to you, that's fine. It's not about showing you a way to buy a sports car. My point is to show you ways how you are able to buy it! Being in a position to buy it without any problems. Even if you do not want that, through these mechanisms, you get the results that ultimately lead to your financial freedom. And, as we have already discussed, these goals are individual but always worth striving for.

How can you earn money?

Look for a job. Do some job that help you making money. If you're already in employment, you should consider making sure your monthly income will help you save money regularly. Some big financial experts advise you to save 10 or 20 percent of your net income, I advise you to save more. Not because I'm smarter, but simply because I want you to reach your goals faster. And you achieve that when you experience a blatant nick. And this incision hurts. And in the

beginning it has to hurt. Because this pain helps you to focus more on your goals and the eagerness for success is stronger than the greatest pain.

So, short summary, as already at the beginning:

How much do you make in net per month? How much does your bank account spend effectively every month?

Monthly income: Dollars

How many fixed expenses (only rent, possibly car, food) appear monthly?

Monthly, fixed expenses: Dollars

What other expenses do you have monthly?

Other monthly expenses: Dollars

What is nonsense, or can you give a miss?

Nonsense: Dollars

So what's left for you in the month:

Monthly income

-Fixes

-Other monthly expenses

= Dollars to save.

I deliberately do not expect any nonsensical issues here. We already talked about that at the beginning. You can quit them! Give them a miss!! You should drop them! We talked about whether you or your goals should be worth it...

So, the money you spend every month should be saved. Take a maximum of 30% of this savings to spend on activities, investing them for other pleasurable moments, or whatever. That should be your capital with which you are allowed to mischief.

Start by putting this amount aside at the beginning of each month. How exactly, we'll talk about it right away. But it is important that you save first, before you spend.

Why is that important? Very easily. Many people live and see what's left over in the end. And then they save that money. As the moment makes the attractive opportunity, the danger gets even higher to spend your money on them. You'll feel these opportunities which will lead you or simply force you to lay out money throughout the month, which will always cost you money and completely drain your monthly saving potential. However, if you start putting away your monthly amounts right from the beginning, you will be forced to calculate with your money and have already saved your money safely. With the rest, you can spend it on attractive opportunities or something like them.

The whole thing is not only an important financial aspect, but also psychologically. It makes an incredibly large difference for you, how you deal with money, and later, how you use your capital to make investments. For this reason, this property or procedure is of tremendous value. Even if you just do not believe it yet. It will be the most important factor in your prosperity. If you do not, then it is not impossible for you to become wealthy, but you put unnecessarily obstacles in your way. And you see what I think about unnecessary things: Leave them out!

The decision to get out of his comfort zone can be hard enough, so why make it even harder for you than it has to be? So please follow this principle and proceed to the next months exactly with this technique, because you can already estimate on the basis of the past months, exactly how much you will save monthly.

The same procedures are valid if you are in an employment relationship, as well as if you are self-employed. Just do it.

If you do not achieve enough income through your job, that you are able to save at least 50 - 100 Dollars a month, then there is only the following: Choose a better paying job (yes, even with exactly your qualifications there are better paid options) or look for sideline. Of course, you have to invest precious free time for it. But remember what you said about the value of your goals for you in life. So ... From a tax point of view, that's not exactly brilliant. But as far as you do not want to emigrate: You have no choice. Even a secondary income, which is taxed with 40 percent, will give you even more Dollars a month than you would not even do it. Right? Right!

There are a lot of activities out there that you can do in the evenings or on weekends. You just have to worry about it and inform about it. This is an interesting way to make a small bonus every month. You certainly will not spend this because you clearly realize what you are paying for it or possibly sacrificing for that bonus income.

Take a small business

Of course, if you earn your money on an independent basis, you have to register it reasonably. A small entrepreneurship does not cost very much. However, it allows you to perform activities on an independent basis along the way. Now you are sure to think: Sounds good and makes sense, but what should I do then? You can do a lot of things. Just take on routine tasks of people in your area and calculate an obelus for it. When you go grocery shopping anyway, why do not offer to dispatch some smaller purchases for those around? For you almost the same effort, for your fellow human beings a great value, for you a small financial bonus. Many people are willing to pay small amounts of money if you take on smaller services. Or offer that you clean the staircase so that no external company needs to be hired. This may not be your ideal thought of earning money, but it does help you make some money, move forward, and put more money aside. Sure, these are sometimes unpleasant professions, you have not necessarily begged for, but the effect is the same: you flush money in your coffers.

Own your business

This statement is almost already in disrepute. Because it is used as inflationary as otherwise hardly anything in this world. Everyone should always build their own business and start here and there to really make money. Why is one so often confronted with it? Simple: Because it's so effective. And I did not want to accept that either. But it is like that. Because:

It was never so easy in this world to make money.

Even if it does not seem possible for you at present, just look at the world as it is. Surely you are upset about one or the other person who gets money for doing nearly nothing, getting sponsored on Instagram because he/she has 3,000 followers or makes any entertainment YouTube videos that virtually add little value to the world. But the world is different now than it was a few years ago. We live in the information age, where the internet is gaining in importance. And so it is now possible for us to earn money through simple online entertainment.

Since you see what is currently possible. You make money by holding a camera in front of yourself, say something in your mic and other people can be part of it. And big companies are paying money for you to advertise their products by the way. This is how modern marketing works. And it's incredibly effective because they've realized that this is the best advertisement they can make. And they save themselves thereby high costs for advertisements. They pay only a small commission rate to their "sellers" in the Internet. You see, it's easy to make money these days. You only have to see and use these possibilities.

Especially in the digital world, it has become so easy to offer products or services. You can reach nearly everybody on this world who got access to the internet.

Well, now it's not about how easily other people can make money, but about how you can

actually earn money. Quite simply: Pick out one thing that you can do very well (compared to other samples) or that you really enjoy doing. These are the easiest ways for you to get things done and stay tuned. And behind everything you do well or like to do, there's a way to make money. Sometimes you just have to be a bit more creative or get a new thought impulse. Sometimes a crazier, sometimes a more logical, a more profitable or a funnier idea. All kinds of ideas can make you earn money. The nicest thing is: you can try almost anything, since today it hardly costs you anything. Since you often do not need ten employees directly, no production hall or office space, you only have a few Dollars to spend on your idea. Maybe a website, an ad on Facebook or Instagram. That's it. There's always a better way to do it, but to begin with, it's enough to test how people react to your ideas and how your idea really matters.

Then you just have to invest some time to deal with a few basic things to build a website and then implement accordingly meaningful. But for this a few videos from the Internet or a few short articles last to get the ball rolling. Then you can refine the whole thing, that's clear. But some little things are enough to get started. The internet is full of possibilities. It's easy to get information. Sometimes high-quality information does cost a bit. But most of them are those that you only need when you go to the next level. For your first effective steps, there are usually enough free offers, or just some ten-Dollars investments.

So, what does it mean that you can make money with everything you enjoy?

A few simple examples. Now I'll list some things you might like to do, and then list a few things that you can use to make money and be in touch with these activities. These are partly abstract, but they show you that creativity can open up new perspectives.

Read

Write book summaries

Writing blogs

Rate books

Books buy and sell

Write

To write a book

Write Poems

Ghostwriter

ghostwrite

Write screenplays

write scripts

short stories

To paint

Offer painting courses
Organize a painting meeting
Sell art
Apply and sell art on media (cups, bags, etc.)
Develop your own brand
Painting paintings for buildings
Office Space Art

playing video games

Twitch channel with advertising
Arranging meetings
Rent a room for eSports
Organize tournaments
Achievements reach for others against payment
Present tips and tricks online

Sports

Arrange sports groups
coach
Personal Training
Produce Training equipment
training plans

You see ... Some of these examples are not entirely trivial and more or less easy to do. Some need an investment, others do not. Some ideas are not mature enough for business, but they provide clues that you can build on. But you can see that you can familiarize yourself with almost any idea and somehow make a profit from it. However, it is important for you to be really profitable and to be able to generate sustainable revenue from it. But one thing you should never forget:

Your profit should always be second.

For the simple reason that your ideas do not flush money into the coffers, when no one sees any added value in the products or services you offer. First of all, people need to be convinced that they need or want your product, need or want your service, so that you can "sell" anything at all. It simply means that your business ideas and plans should always be of use to the customer. Without this benefit, you will not be able to sell anything. Is that in contradiction to

what we talked about earlier? Not at all! You just have to add a second perspective to the direction of your activities. So it's a complement to your point of view.

Means: If you have a passion for something, and you can produce or create something with that passion, you will certainly find those who really value what you produce. Nevertheless, other people have other needs as well. So that means that if you want to give a value to people, you should add value to the products and services you sell your customers.

You start something because it's your motivation or your passion. But once you start selling something, you should listen to the people who benefit from it. If you produce dumbbells and you like black weight plates, but you want to sell your dumbbells internationally, and your customers tend to like blue weight plates, it makes more sense for you to make blue weight plates. The basic motivation and idea remain the same, but the alignment is adjusted.

In summary, if you want to offer something, do it because you love it. However, your offer must provide added value to your potential customers. Without added value, no business. Now you can build everything else on this base.

Why everyone goes crazy for this passive income

Surely you have already noticed. And probably you have already dealt with it a bit more. It seems to be the Holy Grail to prosper. Roughly speaking, it is! I will not give you a lecture about why it is so important, but briefly and concisely address the key points, so you, if you really have not noticed so much (which is almost impossible if you have dealt with financial issues) to gain an impression why it is so great and can really make you a little bit freer to have a passive income.

A passive income is a recurring income that you receive without exchanging your time for direct value. At work you exchange your time and activities for a monthly wage. With a passive income, you would receive this wage without having to go to work daily. Sounds very good first. A property provides you, for example, a passive income if you have it hired out and in each month you will receive rental income of the property.

For a passive income you need only one thing, an object, a product or usually something that you own or have created, with that you can, without you having to do a lot, still generate recurring revenue. Especially in today's information age and digital revolution, the Internet offers numerous opportunities to generate such passive sources of income. Because you can offer products or services online and make them available anywhere, anytime.

An added benefit of having a passive revenue stream is when your product scales infinitely, so you can sell it indefinitely and it is not consumed or limited to specific resources. In theory, only a limited number of people can live in a property. A coaching video on "selling better" as an example can be bought and downloaded indefinitely. That's why online programs

and online education have become so popular. They add even more benefits, so the learner can access it from anywhere, wherever there is an Internet connection. Their comfort and you're your comfort are the key factors here. Such online products are very beneficial for both the seller and the buyer.

So it is important in passive income, whether they are scalable, or whether they are not scalable (are therefore limited by any way - except for the number of people on the planet).

This does not mean that passive revenues that are not scalable are not good. It just means that scalable products have even greater potential. You can include that in your thinking. However, it is important to deal with something, since these revenue sources are really powerful and earn money for you. Theoretically, even when you are sleeping. What in the world could be better.

It is excellent when your product brings passive money, it is scalable and recurs for a long time, so that certain source of income can be seen as "save". So, while you generate passive income, you can use the free time meaningfully, either to further expand this source of income or just to start a new activity, which then, where appropriate, passively returns income. Of course, you can also use the time for active revenue. Already this combination will help you a lot. So, if you're in an employment relationship, you can build something on the side that you can use to passively withdraw money. That's very effective.

What are suitable passive sources of income?

The possibilities are manifold and therefore very different, whether they are easy or difficult to build, can be created with a lot or little investment, what running costs exist, and so on . Surely the best option for you is to find your strengths, passions and talents in a coaching or a personal interview, so that you can develop the ideal product out of it. And I assure you, as already written above, that you will find something that appeals to other people as well. If you take on this coaching yourself, you should use the previous topics to consider what ideas and opportunities exist for you to generate passive income.

Here are a few typical examples of passive sources of revenue:

Affiliate Marketing

Write books

Online Courses

Online Plans

Online coaching

real estate

These are merely generic terms for any kind of products and services. Think about which of your activities might suit which topic.

What to do with saved money?

No matter how much money you save or maybe even already saved: Please never leave this money in your checking account or put it somewhere for one percent interest a year. Even if you think "better than nothing and there it is safe". Unfortunately, you are behind the times.

These are harsh words, but please let me explain briefly why this is so and why I think (that's my opinion, you should deal with it and then make a logical decision, I do not want to patronize anybody here on anything) that your money is incredibly bad kept there.

1% interest is bad. If we start from an average inflation rate of 3% a year, that means nothing else than that your money is worth 3% less from year to year. The whole thing is not as trivial as it appears here, and certainly has its economic relevance, but that means it is effective for you. So, if you've saved \$ 10,000, if you just invest it at 1%, it's grown to a fabulous \$ 10,100. Now inflation strikes back and makes your money less valuable. Things get more expensive, so you need more money to buy the same stuff. That is inflation casually spoken. An inflation of three percent means that your money of \$ 10 100 is now decreased by three percent, that is a loss of \$ 303. So, at the end of the year, you started with \$ 10 000 and now got only \$ 9 797 left even you had one percent interest. So effectively, you made a \$ 203 loss. Although you have saved it on your bank account and got interest. It should be more money actually, but it is not. Inflation always plays an important role here. Sure, it always hits you everywhere, but it should mean that you invest your money where you get at least that three percent interest. Less than three percent means that you effectively lose money. Everything above that is then really effective for growing your money, so that you can make real financial progress. Key-lesson: Invest your money where you get at least these three percent interest.

How do you make sense with money?

Investing instead of consuming

Invest your money in things that earn you a regular return and generate you a passive income. This may not be fun for you at first but will bring you much more fun in the longer term. If you have 500 000 euros available, you can buy a nice house and a great car at some places in the world. Or go on vacation, order expensive technical equipment or otherwise consume it. None of these things will effectively provide you with a positive cash flow every month, that is, liquid financial resources. In the worst case, they still eat more money each month (here I advert to the fallacy of investing in a self-occupied property). Although the value of your home and your car can increase with the years. But first you will have to put even more money into it (maintenance, taxes, etc.) and then after a certain period of time you must try to sell them again. Maybe you can do it, that your sold things have risen a little in value, but surely this increase in value is probably not that big, since they are always heavily influenced by politics and the economy (one look at the value circus of precious metals, the price regulation of real estate and the Diesel gate for cars, emission standards etc.). In addition, the profit from the increase in value over the years is still to consider in ration with the additional maintenance costs for them. If you buy a house for 200,000 \$ and sell it for 250,000 \$ in 10 years, you have made 50,000 \$ profit after 10 years. Sounds very reasonable. But to really get those 50 000 \$ you have to sell the house first indeed (and this process can be very nerve-wracking, time-consuming and costly) and it does not provide you with monthly, regular revenue. So you have to meet the price you like to get for the house. Depending on many other situations and political things, but also needs redevelopment, makes it even harder to get the desired price. Moreover, they are just in relation to what you had to invest in the 10 years of capital for maintenance, redevelopment, etc. When the facade crumbles, pipes burst, or the water boiler blows, you have to pay for it. Even when you want to sell the house. It lowers the value of a property a lot! In addition, you pay taxes and other recurring expenses such as costs for garbage disposal, water costs, etc. The whole thing can accumulate. And these costs are compared to the 50 000 Dollars profit over 10 years. So you are in profit, if you spend less than 5,000 Dollars per year for maintenance, taxes or other expenses. If you spend more than 5,000 Dollars a year, you make losses with your property.

Of course, this is not as easy as described here, since you save rent because you live in your own home, you may be able to save taxes and the increase in value may be greater. You see, however, that you should consider the whole thing at least relatively and investment is not equal investment. Ultimately, it always depends on what's left over in the end.

A solid investment may not allow you to buy a supercar immediately, but later and then for longer. Because if you let your money work for you, save it, invest it and reinvest it, you get a lot more money out of it without doing something actively in exchange. And sooner or later, it will grow to really remarkable amount of money. And with that money, you can buy your sports

car, your property, or whatever you want, and saved even more money than you would already spend now. So invest it, let it work for you, take advantage of it!

Over 10 years you can certainly make from 200 00 Dollars by yield and smart investment far more than 400 00 Dollars. That's just 100% in ten years. Like 10% a year. That's not just realistic, it is achievable at low-risk Do you see how money can work?

So you'll be able to allow yourself whatever you want to have, want to purchase, want to own. Just not today, and then only until next week, but just next year, and for infinitely long time, because money now works for you. First, you save money. Then, you invest money. Third, you get money. Fourth, you are independent of money. Fifth, you can live your life you never dared to dream off.

What can you with your money actually do?

You have several options here. First, you can use your saved and earned capital to invest in the things that support you, your idea, or your potential business (or online business). This includes, for example, the online marketing or external service providers who can do this for you, so you don't have to spent time doing that and have now time available for other things. If you want to send professional autogenerated emails, use an online broadcast solution, turn on a distributor or something like that. You can usually do that with small capital expenditure of several Dollars and generate significant value for your business. Here you can get out of a few Bucks an added value of several thousands. Even Facebook advertising or Instagram advertising is not for free but is proven to be two of the most successful advertising methods currently. And the investment that you put in there you get pretty quickly back. Because these advertising draw attention to potential customers who want to buy your product. Even by clicking on your advertising, you could probably get some of their personal data like emails, phone numbers and so on. Depending on the revenue you generate, you'll have the cost of advertising redeemed in a few days, weeks or months. It is crucial of course, what kind of product or service you offer, how high the price is, what added value you deliver, how you penetrate the market and more.

Useful marketing tools are still e-mail lists, and of course connected to that, all legal tools to draw attention and get in contact with your potential customer, such as newsletters, competitions, free tips and coaching offers, promotions and so on. The variety of possibilities is very big! Be creative! That breathes new life into the standard marketing! And above all, do the self-check: Would you, if you receive this message (in whatever form), respond to it? Or only because you yourself are the author?

Furthermore, you should have these emails generated automatically, so you do not have to deal daily with the writing of thousands of emails. Of course, you can only send emails if you have email addresses to send your messages to. So first of all, you need the allowance of your customer to use their email-address. These are the so-called leads. Because they lead to contact with this person. Leads can be generated in many ways. On the one hand, by posting

on your homepage (you should definitely have a homepage when you start any kind of business. People usually look at them nowadays to see if you are also online. If not, the interest and trust decrease dramatically). Through your website, you can distribute free tips or give a free coaching, product or similar, as the person enters his/her email-address at requested area. This will give you the data that you can use not with the consent of the registrant.

Another way to generate new leads is a newsletter which tells your customer about what is going on, on which projects you are working at, what offer you can present etc. Contents of your newsletter can be videos, podcasts or stories, too. A tip: Create some pages writing about your project, your product or your service and why it adds value to the reader. You can now provide this piece of information in the shape of a retail booklet or either online as a pdf file or eBook. The customer can order this product (your information booklet) just by inserting his/her email address and, if chosen the retail printed version, paying the shipping. To receive the online version, they just have to insert their email address. These are effective ways to convince people of your added value, generate leads, and keep costs manageable.

Furthermore, you should not be squeamish to make use of classic online advertising. Especially on social media, these ads are worth a lot, even if you think that no one clicks on it. Believe me: There are an incredible number of people who do that, whether knowingly or by mistake, but nevertheless they will be redirected to your homepage and you see your offer, if it is presented well on your homepage. It is even better if one out of one thousand buys your product than nobody buys it, right? The higher the conversion rate from visitor to, the higher your revenue. Try to make use of online marketing in a simple way and with manageable costs. And the expenses will definitely be worthwhile. Your website should be designed accordingly attractive. It should be obvious at a glance what kind of product or service you offer. Your website should stimulate all kind of senses. There are certain rules about how to generate an interesting homepage. Do a quick internet research. You will get some exciting information immediately. Do not deter your customer from checking your page by showing too much written text. But start a video, which draws attention directly through a provocative speech or a promise, but definitely by an "eye and ear catcher" moment.

I'm certainly no online marketing expert. However, there are a few simple ideas and things that you can consider from the beginning without having much knowledge on the subject. On an advanced level, the whole thing should be more professional. Therefore, I would just like to tell you that if you decide to do what I would recommend to you in this case, you will deal with relevant literature or with experts. Experts in this area are easy to find: ask a few big people who are already well-known on social media for their contacts. Someone will pass you the contacts already. And if you know this person and in the best case are convinced of their appearance, then the marketing department seems to have done a good job straight before. But meanwhile you can find enough good contacts on the internet. Just look for good reviews or make your own experiences. You do not have to find the business partner of your life. If you are not successful with him/her, try another one. There are many online marketers.

The bigger and better your business becomes, the more sense it makes to make it more professional and to get more experts on board. But for the beginning you can do the most things brilliantly on your own. You just have to take the time to deal with it. And would rather do something than do nothing. Contrary to other opinions, I am convinced that your first

appearance does not have to be outstanding, you just have to be present and then constantly improve yourself. It also makes you likable and tangible, and it helps you to build something step by step, thereby also creating more confidence and transparency for your future customer.

The important thing is that the ball gets rolling, you get attention and generate some revenue. That's the first and most important thing. If it works then you should of course deal with it more extensively. That should not be discussed in detail in this book. For this I prefer to speak personally with you for professional and far-reaching tips. This is definitely the next step, where you have to go more into detail.

Invest money in risk assets

Of course, this statement sounds very obscure. But I mean nothing more than investing your money in companies, stocks, options or bonds.

Why do I recommend this to you? Because, if you do it with brain, it's a safe port for your capital. Even if there are risky assets. These are investments, as sure as they can be.

The rule of thumb tells us: " Higher risk equals higher profit ". That's always the case, not just in finance. If you consider something risky, you will always find a psychological component in addition to the rational side. If you take a high risk, your desire for success is incredibly high. You are willing to risk something, but only because the output is many times higher than the input. So in financial things the return-on-investment must be multiple times higher. Otherwise, you would not want to take any chances to start a risky affair. That would be pretty stupid. So your eagerness for maximum output is correspondingly big. That means, you long for a positive outcome, and hope that the result will be correspondingly lush. Nonetheless, the risk naturally carries dangers of which you are ideally aware. For that reason, you will probably attach more importance to the outcome of a risky process than the result of a routine process without major risks. Because of accepting the danger your desire for greatness is even bigger.

Back to the topic of finance. This statement applies here, too: the riskier your investment, the more profitable it can become. Of course only because there is always the risk that the capital is lost. However, this risk should be within reason if you invest your capital carefully. Your money is tied to the performance of a third party. This, on the one hand, brings back dependency and thus a relative loss of control, but also brings opportunities along. Because you have the opportunity to control your investment or diversify your capital and thus spread the risk. This will allow you to limit your risk but maintain your chances. And this investment process is not riskier than others. Because even the money, what you have in your pocket, the money, that is in your bank account, all this is also risk. Risks to which we are not aware of but still exist and can take you to your entire fortune. We do not face these risks very often so that is why we think that investments in stocks or funds are riskier than saving it in your bank account. It is a fact that banks do not give you great interests on your capital. So it will be continuously decreased by inflation. With investments, you still got the chance to increase your money. That chance is not given when you just put it into a bank account.

For that reason, the word "risk" should always be considered relative and never absolute. For there is always a cost benefit ratio which must be considered. What is happening in worst case and what is the greatest profit I can achieve? What realistic expectations do I have? Which possibilities do I have? We talk about a chance/risk-ratio in trading. The higher the chance, the more likely you are willing to take a risk. If it would not be that way, you should probably take a closer look on which horse you bet and what typically risks can occur. Never make a decision out of the blue of which you may know nothing about or of which you're not aware. This opportunity-risk ratio is omnipresent in our lives, not just in your investment! That implies: always consider the possible risks, but do not lose focus on your chances of profit. They just have to be even higher.

But it is just the same with your investments. You can invest in companies or stocks that have been operating successfully for years and are expected to continue to do very well in the coming years due to the economic and business environment. These are lower-risk investments if you opt for equity participation. As a rule, they do not provide an oversized increase in value commonly. But they will not disappear suddenly. Less risk, fewer opportunities. Exceptions prove the rule. The more volatile something, the greater the associated risk, but of course the greater the potential profit.

What does that mean for you now? Spread your risk. Take higher risk and lower risk at the same time and participate in high chances and even on lower, safer chances.

Investing in ETF's

An always recommended investment is ETF, Exchange traded funds. An ETF is an exchange-traded index fund that tracks the performance of an underlying asset. So, that means nothing else than investing in a fund that is similar in value to the underlying asset that this investment relates to. An ETF on the DAX thus makes similar movements as the DAX. The SPY, the ETF on the S&P500, does the same. As the DAX moves up 100 points, the ETF moves up and vice versa. Not also 100 points, but in the correlated leverage the ETF is following the index.

An ETF offers similar opportunities as a fund, but can also be traded like stocks. It thus combines more or less both. The advantage of an ETFs is that they track the movement of an underlying asset, but are much cheaper. This allows you to invest less money than invest directly in the index. Furthermore, you can also invest in many other asset classes through ETF.

ETFs can be purchased beginning from a low monthly savings plan. Current low-cost investments offer a monthly investment starting with 25 Dollars. Means that you invest effectively 300 Dollars per year. Of course, you can also enlarge the whole thing as you like. It

makes sense to invest in ETF if you are convinced that an index like the DAX or S&P500, which consists of very big, stock listed companies, will continue to rise. The probability is very high, because it has risen enormously in recent years. Of course, there are bigger resets from time to time but they are not evaluated as really dramatic, but rather healthy for the market, so it does not overheat (like the crypto currencies in december 2017, for example). Everything that rises must fall again. That's how it will be with you. You will keep on climbing and progressing, at some point you will make a setback, and then you will step out even stronger. That's what the stock market does, too!

In times of highly networked and globalized markets, it is almost certain that there will be a stock exchange and that certain products and services will be controlled and traded through them. We are still in an intact uptrend, as the major economies are doing very well, even if political or economic turmoil sometimes cause panic. There are also people at work next to the whole machine. And people often panic faster than feel euphoria.

Thus, ETFs are always considered to be a very safe port, which will certainly not make you a millionaire in a few years, but will sustain or increase your capital annually with a nice return. If you are more interested in it, you can definitely pick out a few articles from the internet. If you have specific questions or you need opinions or experiences, I offer you of course always my information.

It is important that you deal with the investments before you take them. Because nothing is worse than ignorance in the markets, since you can only lose all your money you invested. And if you should ever earn something, then you usually do not know how to handle it wisely. So at least a little analysis or basic knowledge makes a lot of sense. Of course, you do not need to be an analyst and deal with these issues for months if you're not particularly interested. Then you can always get help from experts. The only problem with this story is that they also want to earn money. So you pay them once before you receive services or see results of their work. A sound mix is certainly very good here. Usually, however, you can start investing with small sums and gradually deepen your knowledge over time to make more substantial investments. Because of the compound interest effect and the returns, you can quickly generate a significant amount of capital through smart and skillful investments.

precious metals

Precious metals offer an investment that is stable over an extremely long time, whereby the prices of gold, silver and platinum are also subject to considerable fluctuations. Of course, precious metals are of course less influenced by political or economic decisions. This makes them especially interesting in times of crisis or in troubled markets. Of course, prices are also regulated by supply and demand. It also means that oversupply of gold through large-scale exploration and other events can push the price down. Nevertheless, there are times when precious metals are very much in demand.

Investing in precious metals protects your capital pretty well against currency inflation. However, you always need appropriate locations and safes to buy and then hold precious metals. Interesting to know: All gold products in Germany are exempt from VAT. Even speculative gains are tax-free with a holding period of at least one year. In the USA, it is taxed with 28%. If you are interested in investing in precious metals, you should definitely be a little bit informed in this subject and inform you briefly whether the prices are currently on a high or rather lower course. This allows you to better and smartly start the entry.

Make a 1-year plan

Answer the following questions and create a 1-year plan!

How much money do you save each year if you put aside your savings-capable monthly?

Calculation: Saving sum (minus 30% of the nonsense expenditure) x 12 = result

How much money do you need for all your dreams and goals?

What fraction of the value does your annual savings amount equal?

Calculation: Sum of the costs of the dreams divided by the annually saved sum

Then take care of how you want to invest your money. I can also support you and advise you, but I will only help you if you have already made extensive and concrete thoughts.

What return do you expect in the year?

What do you want to invest in?

Additional questions for your investment awareness:

Why do you want to invest in it?

How long do you want to invest in it?

How much money can you invest monthly?

To what part do I invest in risk assets, and what do I invest in fixed income?

If you achieve a realistic return expectation (8-12% a year is quite feasible), how much would you be able to save extra money every year?

What surplus can you achieve with your annual return expectation over simple "saving"?

Calculation: capital after investment annually - capital after pure saving annually = result

What is the result after ten years? Invested Vs. pure saving

Hint: Calculate the compounding effect of your return (use a calculator on the internet for help)

Calculation: capital after investment (10years) - capital after pure saving (10years) = result

Here you can see what a meaningful investment brings to your account each year. We can ignore taxes first, as they pay off with potentially better return expectations.

What do you like to do?

What can you do very well?

What do you want to do well?

How can you make money with it?

What steps are needed to make money?

What conditions must be met in order to make money?

What chance do you have to make more money tomorrow?

What are your options for making more money in your job?

How can you perceive these possibilities?

What do you want to change today?

What should be different next week?

What should be different in a year?

What should be different in ten years?

Calculation: What do you have to change today for this to happen?

And now go! Start and set the foundation!

What do I want to tell you concerning investment opportunities?

Specifically speaking, I would like to recommend you here that you are fundamentally concerned about investment. It is an unavoidable point if you want to make money work for you. The types of investments can be very different. One of them are stocks. Stocks are great for you to raise your capital. And here you can already start with the smallest sums. And I strongly recommend you do that. Even 50 Dollars in stocks are better than 0 Dollars in stocks. Because here, the so often quoted so-called compounding effect is reflected. You get interest on your interest, you get return on your return. By extrapolating that to a few years, then you can make even out of 50 Dollars more than hundreds or even thousands of Dollars. More risk potentially means more money in less time. The part of your money, which you can make available for investments, should therefore be thoughtfully divided. Decide on a smaller position for riskier investments, such as smaller companies, booming sectors, startups. Current examples include biotechnology stocks, manufacturing stocks (lithium, cobalt explorer or producers), electric car producer, cannabis stocks, Biopower stocks and so on. Think about what might be important in the future, how and where our society and humanity is developing, and what could be the topic of tomorrow. Car manufacturers just have a problem when gasoline and diesel gensets are their main engine technologies: Just electric cars or hydrogen cars are on the rise. Cannabis, still in discussion a few months ago, is gaining more and more pharmaceutical and social attention: these stocks are just exploding and doubling in no time. Graphics card manufacturers are in high demand because the gaming industry is no longer a small dark niche for the nerd next door. Even crypto mining needs GPU for mining process, which means creating these coins. Private TV broadcasters are facing economic difficulties as people are watching less and less TV but increasingly relying on video-on-demand. That has already announced yesterday and is being lived today. What happens tomorrow?

Will there be even digital cameras for amateur photographers? Or are they displaced by professional cameras and cell phones? Will there still be an analog telephone line? Will you write in the future on the keyboard or maybe on holograms, maybe even just voice control? Will there be plastic in the future or will another biodegradable solution penetrate the market? Do we need aircraft in 20 years?

Some questions may seem quite abstract as they question things we are still used to in our everyday life. But do you have any idea what the daily routine of tomorrow will be? When you see a trend, prematurely notice what interests, moves, or delights people, you can profit from it. But how do you recognize such new trends? By keeping your eyes open and not closing them on innovations or by communicating and interacting with people. This creates opportunities and perspectives that are completely new to you but give you huge opportunities.

If you are looking for exciting topics which can play a major role in the future, be attentive to what happens around you. Climb deeper into the matter and question these things! Go more into detail! As electric cars hit the market, who has benefited? Of course the manufacturers that produced them. But also, the lithium producers, as the battery technologies are based on this raw material among other things. When Bitcoin grew up, who benefited from it? GPU manufacturers, graphics card manufacturers, with whom you effectively generate these coins.

Look at the background, think about who benefits from the back door. These are usually smaller companies or players that you have not been considered so far. But these are the companies that used to be asset-risky before because they were only small companies with unknown. Now they are booming because the demand of their services and products grow so extremely large, so that there is a great potential now for funding, investing etc.

If smoking is banned everywhere in this world: What about e-cigarette manufacturers? What do they need for components, who supplies such a thing, who is a profiteer and loser? Like everywhere else in life, also at an investment decision you have to be open to opportunities and to direct your attention to high potential results. You do nothing else in your job, in your relationship, in your life. You look what makes sense for you, what can help you, what brings the greatest profit. And your investments should not be different.

All your decisions involve a risk. Bigger or smaller. But even if you have saved money and want to invest it sensibly, there are smaller and larger risks associated with it. Both are fine, and you can benefit from both of them. Once maximum, once minimal. More risk means more risk, but usually more profit in case of profit. Spread your risk and invest from 50 Dollars you have, 20 Dollars in riskier assets that can explode properly, but are also tolerable, if it does not work. And invest the remaining 30 Dollars in lower-risk investments. They're more likely to give you a smaller profit, but it's safer. The keyword is just diversification or risk allocation.

I do not want to give you any clear investment recommendations here, as I do not know at what time you read this book. And since everything in the world is undergoing a process of change, it may be that today's tips are already out of date next week. If you are interested in concrete investment recommendations, then we should speak in person. You can find very useful equipment at any time. You just have to think about it and think about the matter. Then you always will be able to find something that has great potential in terms of value. Think about what the trend of tomorrow can be and decide today to become part of it. So you cannot make wrong decisions. You make right decisions and even more correct ones. You definitely cannot miss a chance.

And now?

What is the result?

Quite simply, you probably want that good things happen to you rather than bad things. I think we can agree on that. This means that you want to be more satisfied in some way than dissatisfied. So you want to be happy rather than unhappy. Of course, there are also people who are happy when they feel pain. But that is probably less people than the majority.

For these reasons, you are more likely to look for ways that make you feel better than you can be worse off. Now, if you've programmed your subconscious mind to seek opportunities and, based on that, subconsciously decide on the things that move you forward, then you condition yourself to completely satisfy your need for happiness with these choices and the resulting outcomes. The result is, that every time you make a productive decision, you get a kind of reward. This reward is an absolute state of happiness in which you find yourself. And then these things will mutually condition and attract each other: You will subconsciously decide what drives you forward, and in the end you'll be positively triggered by it, so you're addicted to replicating those positive events because it makes you happy. So in reverse, you are looking for possibilities to make even more-happy-making-decisions because they will constantly bring you further. That's a recreation process. Your good decisions are forcing more good decisions. The fact that you are currently uncomfortable in your situation and may even be associated with pain drives you even more to seek opportunities and chances. And this interaction will be highly effective until you are where you want to be.

And when are you where you want to be? If you live the life that you have visualized and written down in a very concrete way and if you can make a small, green check mark behind each REAL goal. Then you have arrived. Then, yes, then you have done it, then you can live the life that you have always dreamed of. And then you did everything with your own strength. And nothing can shake you at this point. Because then you will be able to do it over and over and over again! Because you know how it works! Take a million away from a millionaire, and a short time later he'll be a millionaire again. Why? Because he knows how it works! And why, when you are ready, and you make all these efforts, will you always be successful? Because you know how it works. And no matter what, now you know how to do it again and again. No one can ever take away your happiness and your power again.

No matter where you are now, no matter what you've been through, and no matter where you go. Your story is your experience. You have already learned a lot. Now it depends on what you

have learned from it, and how you continue now. No one has the perfect conditions, no one knows everything, and no one gets something for free. And if it does, then only those who worked diligently and fought so hard that they have afford it for themselves so that they are able to give something to others.

No one is inferior to a fate that determines every second of his life. I don't want to tell anybody who suffers heaviest-disable. I am not able to tell them anything. But most of them are the ones who teach us to never give up. You can win if you fight. But you have already lost if you do not fight.

The most important thing is: Stay yourself and pursue your goals. Be honest with yourself and fight for what really drives you. Be loyal to the people who accompany you on your journey. Say goodbye to people who badmouth you and pull you down. This life is beautiful. This world is beautiful. It just depends on what you make out of it. After the chapter, in which I would like to give you some information to me, I still have a very personal message to you!

About me personally

Who I am and why I want to tell you something

Who am I and why do I want to give you tips? What gives me the allowance to believe that I am in a position to tell you something about life?

I can answer the whole thing very quickly: I can, because I've been through all this crap myself, I am not paid by anyone and therefore decide completely independently whether I want to help people or not. I have decided to do it because I realize how pessimistic and patronizing our society is. I will not change the world through this book, but maybe the mindset of one or two people out there. And if I one single person out there, rather, if I could help you, then I fulfilled my mission. Because, as the saying goes, happiness is the only thing that doubles when you share it ...

So...

I was born and raised in a small town in Dusseldorf, Germany, more precisely in Vennhausen. My childhood was peppered with everything I needed, though I have to say that I was probably not the prototype of pedagogical error-free education. I was always fine and happy, at least to a certain part.

My parents separated very early. At that time, it was a huge shock for me, today I find that the decision was long overdue.

I was cheerful, very overweight and still very popular. So not a typical bullying victim, but rather the little fat, best friend next door. The school was not difficult for me, but I did not perform very well. Just average. I was happy, thought I had everything I needed, but always looked at others with one eye, and what is possible for them in life. Problem factor was simply the money. We had enough to eat and drink, we had a roof over our heads. So why complain? I do not want to. It was great, I was actually happy. Actually...

You get along with what's going on around you. You get to know what new things your schoolmates have, what was made possible for them, and what was not possible for you. That was really okay. I was so happy. But it did not pass without leaving a mark on me.

I was just very comfortable, very overweight, also relatively undemanding. Everything was okay somehow. I lived my life like water. Looking for the primrose path. As the years went by, I was told to go to the middle school, but my mother said that I should try it in grammar school because my cousins and my brother were there, too!

Started there, and again I was like water. Just going with the flow. I was average. Not very good, but still managed to go on. As my age grew, so did my weight. At 14, I ended up with 140kg. That was really bad. Apart from a few silly sayings and unpleasant sports lessons related to gymnastics or track and field, everything was okay. Laziness and lethargy have had an effect on my academic performance. Almost having to repeat the 8th grade. I could manage do

circumvent it scarcely. After a few calls from my teachers at home, a process has crept in slowly that told me that I have to change something.

The start of the change was then an outrageous bet with my then best friend. I do not know if I should be grateful for this snap-idea. But we made the following bet: He was very slim, me very fat. So he has to try to gain weight, I had to try to lose weight as much as possible. Said, done: I won the bet easily: I shed weight and slimmed 60kg in 3 months. Now, surely all health experts are screaming and saying that doing such a thing is the purest disaster. Finally, I totally agree on their opinion. It was way too blatant, too fast, too senseless. But it probably gave me a kick to really want to go through things. So blatant that it was already in the anorexia. I had to go to the doctor and regularly track my weight. Everyone in my family advised me to go to a clinic because they thought that you could not do it on my own. I thought to myself: If I can get into that state, then I'll come out alone.

That was a very dark time in my life, but it taught me great lessons. Concerning health less well, psychologically probably the most instructive chapter in my life.

I have learned what it means to burn for something, to give everything, and then to be successful. The popularity of the people around me was incredible. Of course there were a lot of destructive criticism, hater, who wanted to tell me before that I cannot do it, I should leave it. I do come to nothing. These were their words. The words of my family, of my friends. Nevertheless, I did not let myself be deterred. And then, after the summer holidays, after beaten six weeks, I had the first 30 kilogram lost. This will certainly have been a lot of water that I lost but has been instrumental in making me change so much that my schoolmates did not recognize me. Even my aunt has not recognized me in the kitchen of my dad's apartment at the time when she introduced herself by name, and I replied that I know who she is. That was a crazy situation.

But with all the things that have happened there, positive as well as negative, I have learned what it means to be successful. I've learned that there are people who keep motivating me, and I've noticed that there are people who not only do not support you, but also want to dissuade you from courage and success. I have also learned that the human being is able to do greater things than you would initially expect. You are always in control of the situation. Above all, you can do many things on your own. A wolf pack is always nice and, in many situations, also very useful and helpful. But when it comes down to it, you also have to be ready to get it done on your own. Relying on others can be a nice feeling but having yourself in control is even better.

Through this experience, no matter if it was perceived more positive or negative, I could draw lessons from it for my life. So that had to be this discipline, and this will. One always says so beautifully: "Success arises when the eagerness is greater than the biggest excuse". That was probably the case here. And what should work there could also work in other areas.

This discipline and ambition that I developed there, I could really take with me for my entire life. I became more disciplined at school, was able to avert the repetition of the 8th grade and started to get really good. I did not get the good grades based on luck or they just came to me.

I had to work really hard for that. But I had this experience already made now: If I really work hard for something, then there is also success in sight. It was the same at school. I had no particularly unusual cognitive skills or anything like that. I come from a working-class family in which studying was a unknown word. Not because no one was able to study, but because it just did not fit in our world, it did not fit our horizons. It was just too much, to uncomfortable, out of our minds.

I completed grammar school with a very good grade. I was kind of happy, but that did not suffice for me. At this time, I felt it: There's something going on.

Because I was more disciplined and committed, my ideas and wishes for the future have also adapted. If I was thinking about education earlier in my life, I had seen myself in an everyday job, I was now drawing a vision in which I could go to study, earn an above average salary, and get other things possible. Not by others, but by things that I make possible for myself, through my diligence and my work.

After finished school, I practiced voluntary work for about one year. I wanted to volunteer before I fall into the professional world. Give something back to the world. No idea what. I had not taken so much yet, but I was grateful that I was allowed to enjoy an education, even though we did not have much money, and I just got the opportunity to somehow determine my own life. So that's why I did it. And never regret it. It was an interesting time.

Financially, we really did not feel well. We lived on unemployment benefits and used the child benefit we got for the most necessary things. We lived with my mother. She did everything for us. And for that I am grateful to her today. I think there is no more self-sacrificing person in this world than her. Our father has also helped. I am also grateful for that. We were financially in a really bad situation. We had to sell our only inherited piece of jewelry, a gold coin, so we had money for food. Surely others are far worse off in this world. And that should not be a comparison or pity. I just want to tell you the situation how I experienced and perceived it. So that was my situation. Could be worse, but also could be better. Somehow, we managed to go through life. Our mother reared us somehow, my brother and me, with the least resources at our disposal, with whatever she had. I raise my hat to her. What that means in terms of burden, humanity and love, you can hardly put into words.

So, voluntary social year started. There I got a small pocket money monthly. 300 euros per month. Was not much, but more than nothing. I bought my food from it and saved everything that was possible. I have also sold my PlayStation games, so I thought: Before they lose value, I'd rather have the few euros. As you can see, we had a PlayStation. It did not seem to be that bad. And again: we could survive, but not good. I bought the PlayStation myself. Because I started working very early, nearly with 11 years. On the weekend, in the holidays, in the evening after school and partly in the morning before going to school. Everything I had, I bought and worked for myself. Not from my pocket money. We had it no longer since I was 10 years old. Every money I had I had worked for. To make this experience so early was important to me. Because it showed me that one needs to work hard for money. And sit he has shown me that you have to somehow find ways and means to move forward.

I saved by selling and working a considerable amount of 2700 Dollars. After 11 months. That was amazing. I had more money at that time than my mother had the last months at all, added up!

I knew now: I want more. That was probably the first moment I was really hungry after having pulled off this crazy diet (let's call it that). So, I decided not only to study or do an apprenticeship, but even wanted to make a dual apprenticeship: Studying and apprenticeship at the same time. Earning money alongside and doing both at the same time, where others may do just one of them. That was a good idea, so I thought. A few direct cancellations, a few job interviews. And then I received the e-mail that changed my life: Fits, your dual apprenticeship at ... (an international chemical company, DAX-Company). I cried with joy because I made it. I managed to break out. Breaking out of the circle where I was trapped. Breaking out of the cage that has built up around me. I did it: I got the chance to do something that other people can only dream of, that I was dreaming of. Exactly at this time I knew: Now it's up to me. Now I have to prove, cut from a different cloth. Now is the time to bring it on.

I have worked even more, have saved even more, and have rented an apartment with my best friend near Düsseldorf in a town called Monheim. The apartment was one social housing building, very cheap. But no matter. It was the first own apartment. And the environment was okay. Monheim is not known for its beautiful corners, but it was better than expected. I also bought my first own car from my hard earned and saved money. A Renault Megane Cabriolet with 2L engine. For me then an incredible car. Everything paid by me. From purchase price (2900 Dollars) to insurance, taxes, gasoline and wear anyway. I calculated tough, even with the apprenticeship salary, which I would earn once, and have downsized it exactly. It was okay. I could live. Do not make big leaps, but I could scarcely fund my life at that time as it was. Just unbelievable. Until I had an accident on a parking lot at a supermarket. An accident where only me and no one else was involved. Thanks to a metal edge of a roller shutter in the parking lot of the supermarket, I tore down the entire subfloor of my car. Damage cost: 2200 Dollars. Virtually total economic loss. Unfortunately, at that point, I had to realize that my calculations were always working, but I was not well prepared for such contingencies. I had to put the repair costs in pay off installments. But it also worked. But that was money, which was really important to me. Because the daily use of the car was really expensive. I also decided to rarely use the car and to travel more by train and metro. Effective time from home to work or college: 1h 40min each. Was really too much for my liking. Others have certainly been through this for years. For me, the whole thing, in addition to the learning effort, the workload and the budget culminated in too much stress. I unfortunately got sick. Mentally very ill. Nothing comparable to really blatant diseases. However so sick that it took me down for a few months. According to fashion, it would be called "burnout" today. I had a lot of more psychosomatic complaints. Constantly had panic attacks, which then led so far that I leave the college with the ambulance because I was feeling like I would die. Something similar happened at work, at home, everywhere I was. I had no desire for life, because I was constantly in fear to die. I was always terrified that I suffer a heart attack, my breathing stops, I have a ruptured appendix, a meningitis etc. When I am now reading my own words, it seems like one is about to say: Don't exaggerate. But please do not mind, I do not exaggerate.

Visits to the cardiologist, the gastroenterologist and the general practitioner were, if possible, the checkpoints of the day. I always thought: "It is not possible that for all people the most rare

diseases are found, and no one can ascertain that I have a heart muscle inflammation". I saw my sure death. Therefore, I distrusted every doctor, and have made other appointments with other doctors. I wanted to do it until someone finally finds something. At least I would know. I cannot say what I had done with this certainty. But I just counted on a serious diagnosis. I was always comforted, always had to wait, after all, no doctor could confirm that I was sick. At least not organic. But they really could not take away my fear.

So I kept doing it over and over. Today I know that a single form of doctor could have helped me faster. He would have been a psychologist then. That would have been the best place for me. My psychosomatics has continued to propagate, it has determined my life for more than two years. It was a cruel time. I do not know what exactly happened. I thought I would never get well again. My voluntary social year I have done in a geropsychiatry. In the future, if I should somehow live longer than expected, I did not see myself as an employee but as a roommate there. I was sure that I would die one night excruciated. The whole thing sounds exaggerated and in places even funny, but it was definitely not. For me, another very dark chapter in my life, besides the first experience of anorexia. By the way, I fought my way out of anorexia alone. By forcing things, even when it was incredibly uncomfortable, to things that I regretted seconds later. But everything does not work overnight. Much more important is to start the process and to come to success step by step. Today I still have a slightly disturbed relationship to food, but I think in a positive way. Since the "incident", I've been giving up eating junk food, sweets, alcohol, etc., and I'm happy with the food I eat. Does not everything go from one day to the next? But the journey is the destination. That's the name of it.

The chapter of anorexia and psycho-medical history could fill books. The fact is, in order not to unnecessarily lengthen them, I have managed somehow to get out of it. Somehow initiating the process that I want to move in a different direction. How did I do that? Two simple things: On the one hand, I have written down my current situation and compared it to my target situation. Written, so that I could read it over and over again. And second, I've reprogrammed my subconscious mind. And what that means and how it works, we already talked about.

What I could also learn in addition to the experiences that these two, let's call it my "events": I have dealt a lot with me and I realized that I need to change something yourself, so that will also change slightly. Nothing happens by itself, except that time goes on. I was not healthy overnight, not next week when I would not even do something really by heart. One of the most important experiences I have ever done in my life. Certainly, that does not make me a hero, but I think I've learned important things from these borderline experiences. Something that maybe not everyone could or even should experience.

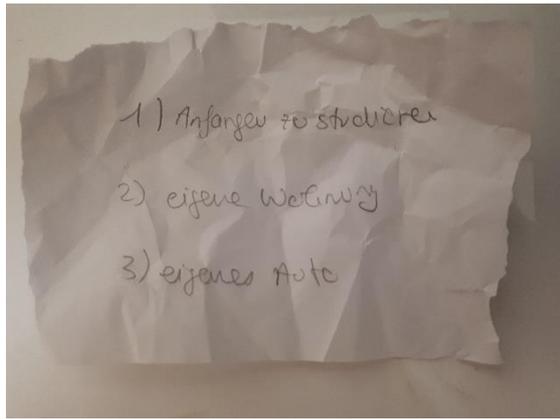
Do you want, that some things may change tomorrow, you have to be ready to change something today. Sounds easier than done. But watch for yourself as you implement the same habits every day instead of changing a trifle and look at what it will do tomorrow. Getting out of habits is always very uncomfortable. That's why very few people do not do it. However, it is the only way to make a change. It gets worse, if this change does not show up tomorrow. Then it does not seem to yield anything anyway. If the change comes in a month, or a year, or in 10 years in your bank account, then each moment is certainly more important than the moment in 10 years. The only really serious difference, however, is the following: Your life becomes,

even if it only changes in 10 years, from that day on different, and then forever. In the worst case, even better. So you want to live 10 years the way you are living now, and then, after these 10 years, for another 10 years, and then live again for 10 years like that? Or do you now want to consider a perhaps somewhat uncomfortable change that may seem uncomfortable for you for a maximum of two weeks, then becomes routine and gets even easier for you from then on? Maybe the change has direct positive influence on you and your life? And in 10 years and from then on, let you live for the rest of your life in peace, freedom and happiness you have never dared to dream of?

Does that make sense to you what am I writing here? If so, then right now you should think about what you want to do today, not tomorrow, today, which will make you happier tomorrow, next week, next month or next year. This page stays unwritten below. Because it serves to make you write down exactly the things that you change from today. Write it in this book. Although I'm not a fan of it, I also think that it defaced the book, but write it down please. And please send me a picture of it to my email (d.toelen92@gmail.com). I want to see that you are ready to face your happiness, ready to change that today to be happy tomorrow. Be yourself worth it. In 5 years, you can write me again. And thank me for that. And we will take a look at your picture again. And you will see: That was the starting point, from which everything has changed.

A little example of my life, that's what it did to me. I changed my life because I had to play a seemingly nonsensical game for me at that time: With a group with which I started the social year, we should set ourselves three goals that we want to achieve in the next 5 years and write a note of it. This note should only contain your three goals, nothing else. Next step was to put this note on the floor in the middle of the room and go back to our chair. Afterwards we should reach our piece of paper, which we put down in the middle of the room, as fast as we can. Some were very slow, had made fun of it. Others were moderately fast. Others had run. That was embarrassing at that time, because the other one had made jokes on it. What was the moral of this game? Very simple: The group leaders wanted to see how much we are ready to fight for our goals. How much we strive to adhere to the goals we have written down, and how much we are prepared to overcome obstacles (there were chairs and tables placed in our way to make it more difficult) to get to your list. I am honest to you: I was for any reason (so I thought), one of the freaks who was running to his list. I usually took no stock in something like this, actually. Usually I belong to these people who try to make fun of such games because they have nothing to do with reality. So spiritual stories have never been my thing. But something made me do it anyway. To run. The goal of the game, and what motivation and meaningfulness it should involve, we were previously unaware of before. We should just get these notes back. That's it. Funny story, if you look at it that way.

This is the note:



1) Anfangen zu studieren

2) eigene Wohnung

3) eigenes Auto

It says like:

- 1) start to study
- 2) own Apartment
- 3) own Car

You know the result of these things already.

I would also like to explain my further way to you. Simple, so you can see from what experiences I can speak and write about.

Finally, I started my studies. And my apprenticeship. After playing a period of time for a reputable American football club in Germany. We do not need to talk about this time. It was a crazy chapter. It carries no weight. I quickly realized that chemistry and biotechnology is not what I've always wanted to do all my life. Accordingly, the first semester was also quite difficult for me. It was not that the stuff was too complex for me, it was much more the didactics of the study. Some subjects were bumpy, for others, I never had to be present in lectures and the exam was a joke. The labs almost killed me. The requirements were quite high, although we were not really given the best conditions. I managed it somehow, even if I do not know how I did it. The Bachelor of Science was thus not very easy, but also no rocket science. One thing was very important to me the whole time while I was studying: If I start something, then I bring it to an end. I've spent countless nights agonizing about whether it is the right thing what I am doing here or not. I was sure that it was not. But I promised myself that I would just go through it. It was not that easy then. Today I know that I should have opted for one attitude, instead of constantly doubting and giving away valuable time. I should have either, in the case of doubt, really changed the industry, or I should have said clearly that I'm going through it now, but then no longer agonizing needless about it. Yes, I got through it, but it has brought me back to a point I would definitely circumvent if I could do it one more time and would have saved time and nerves a lot. Well, that has just brought me to where I am now. And for that reason, I would like to give you the following tip at this point:

Think well before, what and how you want to do something. Take your time before making a life-changing decision. But if you made it, then go ahead and keep on going. Follow through on it. Do not doubt if you had a good feeling the moment you started it. Do not regret if you thought it was the right thing to do at that point of time. You have had your reasons. And that's why you should do it now and follow through on it. Doubt will not get you anywhere, regret neither. You can also make wrong decisions. But do not regret it, if you really thought it was good at the time you made the decision, and you had previously extensively dealt with it. Because then you can, no matter how this thing turns out, only make experiences. And these experiences will help you to make even better decisions next time.

Even at the beginning of my studies, I was always told by my company that it is not enough to have a bachelor's degree in the chemical industry, because the industry is not yet ready to provide corresponding jobs for these. In order to be something, you would at least have to do the Master's degree. So I knew: I have to do go on with the master studies. In the end, I have a Bachelor and Master thesis successfully completed within five years. In my opinion, it was a well-spent time, even though I knew that I really did not want to stay in the chemical industry. Although it is well paid and has some other, not unimportant benefits for the future professional world. But I realized that this is not the life I want to live. Every day clocking in and out, where every minute counts and where you have to take extra hours on Monday to Thursday to get home earlier on Friday. 38.5 hours per week. Not more, not less. I quickly realized that I did not want this life. Life, which apparently everyone lives, and where also, at least in Germany, everyone complains about. I thought in my early ages of studying and apprenticeship that life should give me more. I did not know exactly what, but definitely more.

If you should be up-to-date or at some point before a decision: Education or study ... Well, I cannot assume your decision. I'm not anyone who says that you have to study because it can be a really hard time for you if you do not really care about it and would rather earn some money while you're in a apprenticeship. A solid apprenticeship can sometimes provide you with a very stable foundation for your job. However, I am also convinced that you can learn a lot about yourself and other things while studying. In addition to chemistry and biotechnology, I also learned a lot about the structure, organization and cooperation of and in tasks. I have learned to be proactive, my limit of capacity has been pushed further upwards, I have made important contacts. This period of study is usually more than just becoming a specialist in one's field. You learn much more than just learning. But most of the time you learn that very subtly so that you only recognize it when you're done.

Struggled through that time, I worked for a major tire manufacturer for automobiles, as a tutor, as a "learning-coach" and run internships. Then I successfully completed the master's degree. Here I am, Master of Science, an academically acceptable degree. Hungry for success, well-educated but not in the mood for this life. For a long time, I struggled to join a doctorate. Doctor Toelen. That sounded like a very nice name for me. I wanted that title, I thought. Just to prove something to me and my family. I really wanted to have it. That was my belief. But then at some point I even questioned myself: Why do you want to do the doctorate, if you try with everything I can to find a way out of this industry? Are you doing it because it's important for yourself or just because you want to prove something to others? Eventually, I became more than fully aware that I definitely wanted to do a doctorate for the latter reason. And when I realized that, I decided not to do it. That was one of those points that wise men always say: "Be honest with yourself". The decision was pretty hard for me because somehow, I felt like I had failed. Above all, I thought about what other people think about it now. They knew me as the single-minded and hard-working Dominick, not one who suddenly does not pervade anything. But you should also be honest with yourself. And that was the very first time I did something because I was convinced that it was right for me, no matter what other people think.

At that point, it was me, which made me realize that I did not want to. And certainly not wanting to stay where I was. And do not go the way that has offered me that many others go. Also, as a doctor. Although you have a solid, monthly salary (at least some doctors have that) on the account, but you still have your hamster wheel, which keeps you going tirelessly. And that was exactly what disturbed me from the beginning of my career. This does not mean that every doctor is trapped in a hamster wheel and inevitably stays there. In my perspective, however, this doctorate would not have helped me to advance. Hence, I made this decision.

In addition to studying, I've been trying for more things to somehow get money. I have tried some sport, one also a little more successful, with which I then came to a bit of money. I also started daytrading, and in the end, like many other beginners, lost thousands of Dollars completely brainlessly and inexperiencedly. The greed was too big, the brain too small. Pretty stupid idea, but I made experiences that might have been important to me to be where I am now. At that time, a few thousand Dollars was pretty much my entire saving, if you are wondering where the money came from so suddenly. Through my apprenticeship, working as a tutor and doing other side jobs coupled with my very modest lifestyle, I was able to save a little money. And this savings was burnt by myself on the stock market, so that at some point it was very tough for me to pay my bills. My thousands of Dollars, which I have saved, have decimated to 600 Dollars. With all other running charges. It was definitely an experience again, which has knocked me out of the skies. Apparently, that was not the holy grail either. So, I kept getting informed, started different things. Affiliate marketing, I started writing two books, set up a website and wanted to become a fitness and nutrition coach. Some things tried, never finished anything. Always left it halfway. The hamster wheel has always caught up with me. I really did not advance. And sometimes I thought to myself: At some point, the sparking idea will come. Then I also took some extra afternoons just to consciously think about these "sparking" ideas. I never got such a gripping idea. But I have not given up. But nothing really worked. And nothing really started. A vicious circle.

Through a college competition, I was in the process of starting a business with two friends. We wanted to make bioplastic from organic cell material. Had worked so far, only that, when it got serious, the views and opinions ultimately went so far apart that I put an end to it. Until then, however, I made really incredible experiences. I have spoken with multimillionaires, we were greeted by high-ranking seminars, were invited by business coaches, where we presented our idea on numerous conferences. It was a really great time. Just unbelievable. Learned a lot, invested a lot, time, money, lifeblood. I spend nights for preparation and creating things for the business, scouring the internet for information about nearly everything, skipped lectures, skipped gym just because I thought to have found something where finally everything will pay off. All the hard work and the effort. I thought, I have found it. But in the end, too many obstacles have opened up, which then extremely deterred me and caused problems which we could not handle. My colleagues did not agree on what we decided before. It all seemed to be fine, but there were also problems creeping in that finally cost me a lot of time and money.

That's it. The opportunity was done. Lost time and money again. And again, I did not find the one, perfect thing. But in the end, it was just an experience again.

Ultimately, however, I've learned so much. On cooperation with people's confidence, but also about many other things like presentation, persuading people, selling ideas, accounting ... If you try to start a business out of a single idea, you'll be confronted to so many things that you simply have to learn. You cannot bridle against learning. You can benefit greatly from all these things and they can really help you throughout your life. No matter what result will occur.

Did I already mention that my master's thesis, almost a month before deadline, was almost denied? Not by my mistake, but by a really incredibly lousy action of my professor. That's no excuse, that's a fact. And the failure of the business idea goes along with this story of the professor. You can really talk about sabotage, extortion. I did not think so until then, but then it became sad reality. Everything was not as easy as I had imagined or wished.

Why am I telling you this in such detail? Not because I want to consecrate myself, but to show you that no one in this world is living his/her life unproblematically. Nobody! I swear that to you. I can guarantee you that! It often seems that everything is so easy for the successful people, so perfect, so unproblematic. But how many of these people do you know in person? How sure are you about their lives, if everything runs smoothly? I think you know it from the least. It is human to think that you are poorer and unluckier than other people, and others always have the easier and better life. It is human, but not a good trait. So please do not take it as an excuse that it's human, but try to get rid of this negative, destructive and pointless trait as soon as possible. The only thing you have is self-doubt, pessimism, and wasted time in which you could have been productive and happy.

Not everything went smoothly with me either. To the contrary. A lot went really wrong in my life. Countless times. On the one hand just the health-related thing, on the other hand the university thing with my professor, the lack of support from friends or family. Maybe everything sounds very dramatic. For me it was definitely dramatic at sometimes. I never want to compare here. As already written before: You cannot compare suffering in my opinion. But I was also sure that it could have been easier, faster, cheaper and better. Everything, it just did not work like that. So: What can you do then? To pity oneself and blacken the world, accept everything as God-given, and mourn yourself? That does not change anything. If I have learned one thing in my life so far, then nothing will happen overnight. So I could have waited for me to wake up tomorrow, and all my problems are solved, I am multi-millionaire and the happiest person in the world. What is the probability that this will happen? Positively formulated: not even at zero. Rather still negative. That will not happen. Under no circumstances. So you know how bad this thought was. In what situation are you currently trapped? Are you waiting for tomorrow, next week or maybe next year something to happen that makes you happier? Are you woolgathering and thinking: Someday something will happen? What will happen? When will it happen? Honestly, find answers to these questions! Do you think that tomorrow will be different from today, when today you are not ready to change anything? I doubt it. My story has impressively taught me that. You cannot expect a different tomorrow if you are not willing to change something today. I experienced that. Over and over again. And that is why I want to be aware.

I certainly cannot tell you how to live your life. But I can tell you how I've lived my life so far. And as you note, I am from humble backgrounds and have definitely made very bad experiences. Nevertheless, I somehow managed to become successful and above all, happy. So, what happened to me so luckily and by chance that you could say: Yes, you had ... STOP! BULLSHIT! Stop looking for excuses again. You are responsible for your own life. Nobody is perfect. For many, it is quite the opposite: Life is very tough. But then what is the trigger that makes you succeed? This trigger are not your rich parents, it's not your serendipitous luck, it is your attitude to yourself.

If you are wondering what I'm doing now and how I've done it, what I'm telling here: Currently I live in Dubai and work with one of the most successful traders in the world. I went back into the trading business because it has shown incredible benefits for me. I took a chance a few months ago that changed my life. It was the opportunity of my life to work with one of the most significant people I have ever met. And, we have mutually converted this opportunity into something big. We are currently working on a huge project to help many people out there. As a trader, as a coach, as a mentor. The stock market has taught me a lot and I have already packed some of these experiences into this book. "Trading is like real life", as my mentor and business partner Koko Petkov would say. And he is completely right. That's why I am now trader, coach and mentor. I want to help you to go on and to succeed. Not necessarily become a trader and live in Dubai. That was just my intention. But to become happy and free. With no luck. Because success is not based on luck. You do not need anything like this. Luck, coincidence. These are things you can never work with, because you can never rely on them. To succeed, no matter where you want to go to, where you want to live and what you are going to do: Be happy and love your life! You only got this life! It is my wish to help you with this. Because I went that way. With my own legs. Every up and down. Because I needed to know what actually works and what does not.

This world is beautiful. This world is wonderful. Do not give up. It's your goals, it's your life. Do not stop when you are tired. Stop when you're done. Along these lines:

They exist! There are two perfect times in life. One was yesterday, the other one is today!

Your Dominick

My personal message to you:

Currently available just in german. English subtitles in progress.

<https://drive.google.com/file/d/11PANqxmPlpsXkpLzMxHgeBvHI4BXO7Ph/view?usp=sharing>

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