

Manual 10

MAXIMIZE YOUR SUCCESS

Over 30 Key Success Tips
to Catapult You to Success!



SUCCESS



**The Best Advice...
You Will Ever Get!**
SHANE BYERS

The Super-Me Series

#1 GREATEST PRACTICAL PROGRAM FOR YOUR “SUCCESS”

Super-Me Self Improvement Series

Shane Byers

It's brand new and it's incredibly powerful!!...a few days from now your life could be completely different...turbo-charged (no excuses) motivation system... increase self-discipline, increase self-esteem, stop procrastination, accomplish your goals and master your life...

AND IT WORKS FOR ANYONE, ANYPLACE, ANYTIME.

The “Super-Me Self Improvement Series” shows you how to live every aspect of your life exactly according to your grandest “DREAMS”.

Dozens of “Success Tools” with full implementation instructions, examples.

DISCLAIMER

This manual is solely the expression of the opinion of the Author. The Author nor any publisher and/or other party associated with the Author intends to render any legal, accounting, medical or other professional advice with this manual.

The Author, publisher and/or any other party associated or affiliated with the same strongly suggests that the reader seek the competent advice of licensed professionals for all business, medical and/or personal matters.

Furthermore, the Author, publisher and/or any other party associated or affiliated with the same disclaim any personal and/or corporate liability, loss or risk incurred as a consequence of the use and application, either directly or indirectly, of any advice, information, recommendations, suggestions or methods presented in this manual.

©2017, Bold Enterprises, Inc.

All rights reserved.

No part of this manual may be reproduced (by any means) without the expressed written permission of Shane Byers and Bold Enterprises, Inc.

Bold Enterprises, Inc.

Portland, OR

VISIT:

www. super-me.com

www.shanebyers.com

e-mail: success@super-me.com

Connect with me on LinkedIn:

www.linkedin.com/in/shanebyers-sales-profit-expert

If you like what you have read so far then take a moment to call a friend and tell them to go to www.super-me.com

That's what friends are for!

MAXIMIZE YOUR “SUCCESS”

Shane Byers



VISIT:

www.super-me.com

www.shanebyers.com

e-mail: success@super-me.com

Connect with me on LinkedIn:

www.linkedin.com/in/shanebyers-sales-profit-expert

If you like what you have read so far then take a moment to call a friend and tell them to go to www.super-me.com

That's what friends are for!

TABLE OF CONTENTS

INTRODUCTION

PLEASE TAKE THIS SERIOUSLY

LIFE ACCORDING TO SHANE...

- 1: IF IT'S NOT FUN, I'M NOT COMING.
- 2: SELF-EFFICACY SKILLS HELP CLEAR YOUR PATH.
- 3: Fake it till you make it.
- 4: "SMILE".
- 5: I try to be all things to all people.
- 6: Develop critical thinking skills.
- 7: IN NO CASE DO I SUGGEST YOU SHOULD LIE TO ANYONE AT ANYTIME.
- 8: YOUR "I.Q." WILL NEVER BE AS IMPORTANT AS YOUR "I WILL".
- 9: THE DECISIONS YOU MAKE.
- 10: LEARN HOW TO MANAGE YOUR TIME EFFECTIVELY.
- 11: SCHMOOZE.
- 12: BECOME A "LIFE-LONG LEARNER".
- 13: START EVERY DAY NOT WITH "WHY?" BUT WITH "WHAT IF?"
- 14: You've got to be there.
- 15: ALWAYS HELP OTHERS.
- 16: "SELF TALK".
- 17: TAKE RISKS.
- 18: WORK HARD BUT BETTER STILL WORK SMART.
- 19: INTROSPECTIVE THINKING IS ESSENTIAL.
- 20: Write down your goals and plan ahead.
- 21: Visit people and USE THE TELEPHONE, A LOT.
- 22: KEEP ALL BUSINESS RELATED (DEDUCTIBLE) RECEIPTS.
- 23: DON'T WORK FOR MONEY.
- 24: ADAPTABILITY.
- 25: THINK POSITIVE IN ALL YOU DO.
- 26: DON'T TRY TO BE PERFECT.
- 27: SAY "NO", THEN NEGOTIATE.
- 28: BENJAMIN FRANKLIN SAID IT FIRST.
- 29: Respect people.
- 30: State your intent.
- 31: Joe Louis said...

32: Be creative.

INTRODUCTION

Both medicine and advice are easy to prescribe but sometimes hard to take.

Here I would like to prescribe a little medicine that I hope you will accept.

I have been in business for myself and with others for over 30 years now. I've seen a lot. Good and bad. I've learned a lot too.

The following drops of medicine (words of advice) are sure winners for effective personal, life and business management.

I will present these "Tips" in no particular order for I suspect you won't follow them in any particular order.

As you read these pearls of wisdom I only hope that you will add them to your medicine memory banks for future ills you may encounter.

PLEASE TAKE THIS SERIOUSLY

I do not set these concepts forth lightly. These concepts truly represent years of experience.

No doubt someone told me of some of these ideas before I “discovered” them by myself. Had I listened to those someone’s in the first place maybe I would have saved myself some time, some money, some headache, some embarrassment or some other trouble.

“For experience is the name so many people give to their mistakes.” (Oscar Wilde).

Oh, how true this is...

So, if you are so inclined to learn from someone else’s mistakes you shall now feast on this information. For the rest of you I know that great advice usually does not become so until life teaches you the same lesson. With that in mind, these are some of the lessons life has taught me so far.

Note that I am completely aware that you may have heard some of or all of these ideas before. But, I ask you, are you practicing each and every one of them every day? Probably not.

I tell you these ideas not so much to inform you but to renew the idea, the concept, in your mind. Are you ready? Maybe you may want to take notes and maybe jot some of these on an index card for “Self Talk” purposes.

I am hoping that you are at a place in your life that you can “hear” this advice.

LIFE ACCORDING TO SHANE...

Strap in... here are 32 concepts that you should brainstorm as applied to your life:

1: IF IT'S NOT FUN, I'M NOT COMING.

Find out what turns you on and make it a part of your life. What are you passionate about?

Learn a few jokes. Spread some cheer.

There's a way to treat people to insure an enjoyable encounter.

Some people think life is short. I think it's just right. I probably feel this way because I truly try to have "Fun" in everything I do.

My son says I am the world's oldest Teenager. I say, "Try it... you'll like it..."

2: SELF-EFFICACY SKILLS HELP CLEAR YOUR PATH.

Self-efficacy skills help clear your path in almost every situation.

If you are an important person then people already know it. You don't have to tell them.

Put other people first in their mind. This simple adage will help you to get what you want out of life so much more easily.

Like I always say, "it's nice to be important but it's more important to be nice".

By exhibiting self-efficacy behaviors, you give other people the opportunity to shine. This is most definitely appropriate in certain situations.

If you have read the entire "Super-Me" Series then you definitely know that your "Boldness" is required for your "Success".

All I am saying here is that your humility will serve you well also. You don't have to be the greatest person in the room all the time.

3: Fake it till you make it.

Remember in the “Image” Manual we discussed how people form their initial impression of you within the first 7-15 seconds. Well, it doesn’t hurt if you stack the deck in your favor a little bit. Those same people may be in a position to work with you or assist you one day so you want them to remember you in a favorable light.

Dressing well, driving a nice car, speaking well all count towards a favorable first impression even if you’ve worn the same suit to every outing you’ve attended for the last 2 years, even if you just barely make the car payment each month or even if you use a lot of slang normally when you are “hangin’ with your friends”.

Treat everything you do as if it were a performance.

Adopt this phrase into your vocabulary... It is only three (3) little words... Those words are:

“ACT AS IF”.

From here on “Act as if” you are the President of the United States.

“Act as if” you have Ten Million Dollars in the bank.

“Act as if” you are the person in Charge.

Do you see how this works? Great! Now Use this on a daily basis... all day every day...

4: “SMILE”.

Do you know that you can say almost anything to anybody so long as you say it with a “Smile” on your face? Try it. It works.

A smile goes a long way whatever you are doing.

Whether you are negotiating a new deal, meeting a stranger, consoling a friend, talking on the phone, greeting a new customer, returning something at the store, facing a trying moment...whatever it is, a “Smile” works every time.

Use the “Hollywood Smile” you learned in your “Image” Manual.

5: I try to be all things to all people.

That doesn't mean I lie to people and tell them something I am not.

In no case do I suggest you should lie to anyone at any time.

What I mean by "being all things to all people" is that nothing can stop me. I don't have problems. I have challenges that turn into opportunities.

I say you should be a builder not a destroyer. This means that if someone (a friend, a colleague, a boss, whomever) comes to you with a dilemma you should use any and all skills you possess to help and assist that person. Don't tell them sorry I have nothing for you. Don't destroy them. Help to build them.

Be a Builder not a Destroyer.

Tell them, "Hey, I bet we can figure this one out and solve this challenge". The famous Mr. Zig Ziglar says that if you help enough other people get what they want in life you will surely get what you want in life.

6: Develop critical thinking skills.

Think ahead. Plan ahead. Be prepared.

Think like a lawyer (as you learned in Manual One). Remember, when putting a plan together consider each and every conceivable, possible outcome and/or angle, then plan for it. That way you can plan for “Success”.

Develop good analytical skills for negotiation purposes. This requires 100% Preparation on your part.

I always try to predict every possible development that could arise at a meeting. Then I “Prepare” an answer for every possible scenario. That way I never get caught unprepared.

Critical thinking skills are essential.

You have to be able to focus on what’s important at that exact moment.

7: IN NO CASE DO I SUGGEST YOU SHOULD LIE TO ANYONE AT ANYTIME.

This speaks for itself.

Lies always come back to haunt you.

Believe me, if you are up front with people in the beginning they will work with you in the end.

If you lie to people and you get caught then that is the end. You lose.

Take the high road.

8: YOUR “I.Q.” WILL NEVER BE AS IMPORTANT AS YOUR “I WILL”.

A lack of skill can be made up for with a big “Heart”!

I’d rather have an employee with 75% talent and 125% “I Will” factor than an employee with 125% talent and 75% “I will” factor.

People succeed much more often from an abundance of perseverance than from an abundance of ability.

An old Japanese proverb says, Fall seven times, stand-up eight.

Ask yourself, “What’s your “I Will” factor? Your “I Will” factor determines if you are going to make it or not.

Can you agree with the following statement and say “Yes” to Success?:

I will use my “Super-Me” every day.

If you can say “YES” to this statement... you are definitely on your way to “Success”!!!

9: THE DECISIONS YOU MAKE.

The decisions you make today will turn around and make you tomorrow.

Be aware that you are making decisions all day, each and every day.

Every decision you make is very important.

You make decisions to watch TV, eat ice cream, sleep in late, etc.

If you don't start making some different decisions each day then your tomorrow doesn't look too promising.

Ask Super-Me what he/she would do right now about making decisions in your life each and every day?

10: LEARN HOW TO MANAGE YOUR TIME EFFECTIVELY.

There are many programs, books, audio seminars, webinars, seminars, etc. on this subject. Seek one out. Learn to identify your priorities.

Keep in mind that if it is your priority it will be done...if it is someone else's priority it is simply a chore.

Time is one thing that man cannot make more of...use it well.

11: SCHMOOZE.

Learn how to schmooze. Networking is the name of the game for advancement (in all areas of life) in our society.

Except in some situations it is not how hard you work but who you know and how well you are liked. Rub elbows with the right people. This should be a major part of your “Change” with respect to you becoming “Bold” in the “2 Steps to Success” in Manual 1.

You may even have to “Change” the people you associate with for purposes of advancement. See Step 2 of the “2 Steps to Success” Program.

Develop a “Success Handshake”. Be the first to look someone directly in their eye when you shake their hand.

Learn to appreciate the “Power of Chit Chat”. “Chit Chat” breaks down communication barriers.

The bottom line is...learn how to Schmooze with the right people. Those people can help you get what you want out of life.

Birds of a feather flock together... meaning entrepreneurs hang out with other entrepreneurs. Successful people hang out with other successful people.

You don't have to lose your old friends... you just have to add some new ones.

12: BECOME A “LIFE-LONG LEARNER”.

Start today if you aren't already a life-long learner. Begin to study and learn everything you can.

Learn about your “Dreams”.

Learn about areas of interest that you know nothing about (you never know when such information may be of use...even if you only use it in “Chit Chat”).

Have a wide variety of interests... to be interesting.

Listen to audio recordings in your car.

The illiterate person of the future won't be the one who doesn't know how to read but the one who doesn't know how to learn.

13: START EVERY DAY NOT WITH “WHY?” BUT WITH “WHAT IF?”

Think positive.

Explore your “Dreams”.

Let me ask you... how do you feel when you are talking to someone about what you would do if you won a \$100 Million lottery. Are you smiling or what?

That feeling of exhilaration that you are feeling in those exact moments is a good thing. You should strive to feel that way all day, every day.

Really, what if...you did win the lottery? What if your Dreams did come true...? They absolutely can if you use the “Super-Me” Self Improvement Series.

14: You've got to be there.

This means... if you want something to happen, you have got to be there. Don't leave your future up to someone else. Nobody will do your job better than you.

If there is something important that needs to be done on your behalf or on behalf of your company then show up, be there, do it in person. The personal touch works wonders.

You will go the extra mile for yourself but will someone else? In many cases, personal communication (face to face) can make the difference between "Success" and failure.

Note: In this lesson I am not talking about the delegation of day-to-day tasks. I am speaking about important tasks, meetings, etc., that are best handled by you...the ultimate stakeholder.

I am all for delegation. It makes sense to me to not only use all the brains I have but all the brains everyone around me has too.

But when it really counts... You've got to be there yourself!

Yes, you can bring some help if you need it. Of course.

But, the bottom line is if it's important enough – You have got to be there!

15: ALWAYS HELP OTHERS.

Give something back. Once you make it to the top go back and help someone else.

In fact, help someone else before you make it to the top.

I've seen this happen before... don't be this person. Once a person achieves her/his "Success" they just keep on going, never to look back to help someone else. Hey, I can't afford to give \$2,000 to that organization, after all, it's going to cost me almost \$15,000 to go to Europe this Summer.

Here is this saying again, "If you help enough people get what they want then they will help you get what you want". Think about this in the "Sales" arena. You bring a good product to a buyer who needs that product. You helped him get what he wanted and he has helped you get what you want...more "Sales".

In the friend arena, you help your friend when they need it and you are in turn there for them when they need you.

I know you've heard that it is better to give than to receive. And you've always heard that whatever you give will be returned to you 10-fold. This really works.

If you do good you will be rewarded.

What do you think? I know what "Super-Me" thinks. That's right. Always strive to help others...

16: “SELF TALK”.

“Self Talk” works. Hit those index cards every day. Yes, every day. Ten times per day. All day...and all night too. (See Manual 3 entitled, The “Brain Train Game” to refresh yourself.)

“Self Talk” will change your life. Absolutely!

By the way, after a while you start to accumulate a lot of index cards. So, to keep things orderly, I organize my index cards into categories such as:

Personal Goals

Motivation

Success Tools – Business / Personal

One other thing, I am constantly rotating my index cards to continually renew and refresh these fabulous self-improvement concepts day after day. Try it! It Works!

17: TAKE RISKS.

Look, life is going to happen anyway. Rather than life throwing you curve balls, why not throw yourself a few?

General George S. Patton said, “Take calculated risks. That is quite different from being rash.”.

Once you take the risk, if it doesn't work out, don't have regrets. If you board the wrong train, it is no use running along the corridor in the other direction.

Always keep moving ahead. Don't go backwards.

Calculated risks are necessary to achieve your ultimate Success.

Be careful you don't take really huge risks where the downside could result in really terrible consequences. I've done that. It's not good in any way, shape or form.

Take calculated risks not stupid risks. There's a big difference. Here is how you tell the difference. The downside of a calculated risk is something you can live with...

Make smart decisions...

18: WORK HARD BUT BETTER STILL WORK SMART.

What I mean by this is to choose a line of work that you truly enjoy so that it is not hard to get up and go to work each day.

Thomas Edison once said, "People often miss their opportunities in life because those opportunities sometimes come dressed up in overalls and look like hard work".

Confucius said, Pick a job that you enjoy and you'll never have to work another day in your life.

Shane Byers says, "You know what you like to do; Find a way to get paid doing it".

That is the ultimate in working smart.

Find something that you love to do and get paid for it!

19: INTROSPECTIVE THINKING IS ESSENTIAL.

Ask yourself:

- Who am I?
- What do I want?
- What am I all about?
- What are my goals in life (short term and long term goals)?
- What am I good at?
- What do I want to change in my life?
- What behaviors do I have that hold me back or propel me forward?

Being aware of the answers to these questions and other questions like these will help to keep you focused on your “Goals”...on your journey to “Success”. You can’t do the job unless you know the tools you’re working with. Self-awareness allows you to be more aware of others too.

By the way, please don’t tell yourself you don’t know the answer to these questions. You know and I know that you do know the answers. Take a stand and believe in yourself. Ask “Super-Me” what the answers are...she/he is never wrong.

Introspective thinking will reveal opportunities you didn’t know you had.

When you are able to align the answers to the questions above... and you insert the answers into your plan for “Success” you will be on your way... !!!

20: Write down your goals and plan ahead.

I told you before...something magical happens when you actually, physically write down (on paper) your “Goals”.

Put your “Goals” on an index card and stay “Focused” on those “Goals” (i.e., stay “Focused” on those index cards) all day, every day.

You will find yourself engaged in activities in pursuit of your “Goals” far more often than if you didn’t “Focus” on your index cards. By keeping the cards in your hands, you have a constant reminder of what your mind and body should be “Focused” on.

With respect to “Plans”, President Dwight D. Eisenhower said, “Plans are useless...but, planning is essential”. What he meant is that the world is constantly “Changing”. As such, “Plans” sometimes become obsolete before they are carried out. Consequently, constant planning is essential in order to keep up with the ever “Changing” world. But don’t bounce all over the board with new plans every hour or day. Remember to stay focused on your big picture goals and stick to the plans that will get you there.

A study was conducted asking the most successful individuals in the United States what they thought about all day long. The answer they found was that the most successful people (across all industries) think about 2 things all day long... They think about:

What do I want?, and

How do I get it?

Can you imagine what would happen in your life if all you thought about all day long was, “What do I want?” And “How do I get it?” Couple this idea with the implementation of The “2 Steps to Success” Program and all of the “Success Tools” in the “Super-Me” Series and you will be an Unstoppable Force! Guaranteed!

Write down your Plans and Write down your Goals. This will keep you focused on your Success.

21: Visit people and USE THE TELEPHONE, A LOT.

That's right. Visit people and use the telephone, a lot. Stay in contact with the important people in your life. Remember a letter is good, a telephone call is better but a face to face meeting is the best. There is nothing like personal contact.

Even a check-in call is better than no call at all. But don't make them all check-in calls because it won't take people long to figure out that they just aren't that important to you.

Keep your network alive. If you help other people, they will help you.

I know that you know the best way to have a friend is to be a friend.

See... I know you have heard of some of these concepts before but are you implementing them in your daily life. Write them down on index cards and remind yourself every day of what you should be doing. This will keep you aware that you actually do make decisions all day long which affect your future "Success".

22: KEEP ALL BUSINESS RELATED (DEDUCTIBLE) RECEIPTS.

Keep every single one. Even if it is only for a \$1.00.

Assuming you pay 22% federal income tax (calculated as your tax liability divided by your adjusted gross income...see last year's tax return) and 8% state income tax, which is a combined federal and state income tax rate of 30% (that's a federal tax rate of 22% plus an 8% state tax rate which together equals 30%) (and I know a lot of people "wish" their tax rates were that low), then for every additional dollar of receipts you would of had for last year you would have saved \$.30 in tax.

So, if you would have saved an additional \$100.00 of business receipts it would have resulted in a \$30.00 tax savings. If you would have saved an additional \$1,000.00 of business receipts it would have saved you \$300.00 in taxes. But, these savings will never occur unless you have the receipt to substantiate the deductions.

\$20,000 spent on a company in one year with proper and legal record keeping can result in a \$6,000 tax savings (\$20,000 times 30% equals \$6,000.00).

That is to say your \$20,000 spending spree really only cost you \$14,000 and you have a \$6,000 tax refund coming at the end of the year.

If you don't keep all your receipts then you are throwing money out of the door.

Remember to write all Internal Revenue Service required information on each receipt, i.e., who, what, when, where, why and the dollar amount. Write in ink... pencil fades over the course of 2 years.

23: DON'T WORK FOR MONEY.

For far too many people money is simply a paycheck perpetuating a cycle of week to week fear and desire.

Let money work for you.

Obtain financial literacy (learn accounting, investment strategies, marketing, business law).

(Question: Why has almost every major university “School of Business” eliminated “Business Law” as a required course for “Business” majors? Do they want us to become more dependent on attorneys or have they never run a business of their own?)

When it comes to money, buy assets not liabilities. An asset appreciates over time and makes you money. A liability depreciates over time and costs or loses you money.

Learn about taxes and corporations. Stay tuned, I am currently writing a business book filled with the necessary information I am speaking about. But, don't wait for me, this information is too important in business. There are many business books on the market already.

Remember you are a life-long learner. So why not learn how to let your money work for you.

It's nice to go to bed and still be making money while you sleep.

24: ADAPTABILITY.

Adaptability allows us to handle stress and reduce distress.

Learn to laugh. If you already know how then do it more often.

No job is tense; it is you that makes it tense.

Keep things in proper perspective...if I make one million dollars but lose my health, is it worth it?

Adaptability allows you to move effortlessly through major changes.

Adaptability is a good thing and will truly lengthen your life span.

25: THINK POSITIVE IN ALL YOU DO.

You can do it...if you put your mind to it.

“Attitudes” are like ripples in the water...they spread.

Remember – If it’s to be, it’s up to me.

How can you possibly have a positive life without a positive mind?

If you choose to think positive in all you do...you will be a happier person.

Happy people are more Successful. It really is your choice.

Ask “Super-Me” what to choose. Yes, it really is that simple.

How much more basic can it get? Life is what you make it!

26: DON'T TRY TO BE PERFECT.

If you are a perfectionist then you'll never, ever do anything right. You won't even die right.

In 95% of all you do, perfect is just not necessary (excepting some professions like surgeons, demolition experts and cream puff bakeries).

Think about it. Do you know anyone who is perfect? Of course not. It's just not necessary.

Perfectionism can be a major time waster.

My wife use to clean our house when we first got married by spending 3 hours in one corner. Believe me that corner was perfectly clean but by the end of the day she only had 2 corners of the whole house clean. I showed her how to look at the big picture and spend time on the \$50 Dollar items (remember that "Success Tool" you learned?). Now, she can make the whole house look great in an hour and about 30 minutes when my son and I help.

27: SAY “NO”, THEN NEGOTIATE.

Good negotiation is a skill. It can be learned.

In negotiations always question every detail while remaining focused on the big picture.

The big picture includes a view of the long-term consequences. When you look at the long-term consequences of a deal it opens your eyes to argue for down the road “add-on’s” in the transaction.

Think big. Ask for the moon then settle somewhere just below that.

You need to know that in negotiations, “Always let the other person say the first number”.

Great negotiators do not need to be liked, it is just business.

Have patience. If you can out wait the other party then you will win.

Find out the other party’s real agenda. Knowledge is key.

Overall, remember that in negotiations it is often best to say “No” to the first offer and then let the games begin. It will be time to negotiate.

28: BENJAMIN FRANKLIN SAID IT FIRST.

People will accept your idea much more readily if you tell them Benjamin Franklin said it first. Moreover, people will believe almost anything if you whisper it.

These two little tricks work to get people to listen to what you are saying. Of course, after they have opened their closed minds to hear what you have said... then tell them that Ben didn't really say it...but he would have had he thought of it first.

29: Respect people.

When you are talking to someone, respect them enough to give them your undivided attention.

Simply decide to make the commitment to give them X amount of time and during that time give them 110% of your attention. This will improve communication with that person immensely.

Additionally, you will have gained an ally because people very much enjoy the feeling of being important to someone. By listening to them you are telling them they are important.

So always – Respect other people.

30: State your intent.

In order to make communication more clear, in important conversations, state your intent before you deliver your message to the person to whom you are talking.

This can be extremely useful in avoiding confusion even disaster in some cases.

It is not necessary to state your intent every time you speak but if it is an important discussion and you think there may be some room for potential miscommunication then state your intent at the outset of the discussion.

This may seem like a minor tip and true enough you don't need to use it that often but especially in business... I tell you this from pure experience – It is very good to have your position clearly stated and understood when business deals go upside down.

When there is disagreement in the relationship you should be able to point to your original intent... the reason behind the relationship or business deal in the first place in order to bring clarity to the disagreement.

So, when it's appropriate, clearly state your intent, your position on the issue at hand at the outset of any important discussions.

This will serve you well.

31: Joe Louis said...

Joe Louis was one of the top prize fighters to have ever lived.

Joe Louis said: “You only live once but if you work it right, once is enough”.

I’ll leave you with Joe’s words for you to decide what it will mean in your life.

One more time...

“You only live once but if you work it right, once is enough”.

Plain and simple...

32: Be creative.

Let me tell you a story. This story takes place in Los Angeles, CA.

A wealthy businessman bought a brand-new Mercedes Benz for cash just before he was leaving on a business trip to the U.K.

Before the man leaves town, he drives to a bank near the airport, goes inside and asks to speak to a Loan Officer. He tells the lady that he would like to borrow \$5,000.00 on a personal loan for his business trip.

She begins all the paperwork (proper I.D., bank statements, applications, etc.) when the man says he is in a hurry and his plane leaves in 1 hour. The lady says she is sorry but they do have to do all the paperwork and a credit check.

The man says, listen, I just bought a brand-new Mercedes Benz for cash. Here is the title. I see that you have a secure, gated parking facility in the back of your building. I'll park the car in the back, leave you the title and the keys. You give me the \$5,000.00 now so that I won't miss my plane. When I get back from my trip I'll come in and pay you the \$5,000.00 cash plus any interest I might owe you.

The lady says ok and goes and receives permission from the Bank President. The man turns over the title to the Benz, takes his cash, grabs a taxi to the airport and goes on his business trip to the U.K.

Three weeks later he returns from the U.K. He calls the lady at the bank from the airport. He says he's back and he'd like to get his car.

The lady says ok, at 7% interest that will be \$5,000.00 plus \$24.75 interest. The man says OK. He goes to the bank and pays the \$5024.75 and gets his keys.

The lady says excuse me but why would a successful, wealthy man like you borrow \$5,000?

He looks at the lady and says where else could I park in downtown Los Angeles for 3 weeks for \$24.75?

There you have it. The rules (at least some of them) by which I live my life.

I wish you the best of luck on your path to "Success". There is now absolutely no reason why you can't achieve you "Dreams"!

I look forward to seeing you at one of my Seminars.

So, let me ask you... "What would Super-Me do right now?"

To Your Success !!!

VISIT:

www.super-me.com

www.shanebyers.com

e-mail: success@super-me.com

Connect with me on LinkedIn:

www.linkedin.com/in/shanebyers-sales-profit-expert

If you like what you have read so far then take a moment to call a friend and tell them to go to www.super-me.com

That's what friends are for