



Millionaire Mentors



What if **MAKING MILLIONS** was easier than you think?

"Formal education will make you a living; self-education will make you a fortune."

Jim Rohn



Fiona Jones & Pauline Martin-Brooks

Foreword by John Gray, Ph.D. *Men are from Mars, Women are from Venus.*

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Foreword

Foreword

By John Gray, Ph.D.



It is hard to believe that not that long ago I was jobless and at a very low point in my life. I came to realise that to help make positive changes in the world I had to start with myself. So I worked hard and saved enough money to pursue my dream of teaching others through seminars. After a short time, I was making money doing what I loved to do. 30 years later, I am still teaching and love what I do.

I travel the world with Mars Venus Coaches and help thousands of individuals to improve their lives, build wealth, and create the lifestyle they truly desire. That's exactly what the people in this book have done - turned their skills and passion into successful businesses while mentoring others to do the same. This book teaches you how to think like the most successful entrepreneurs in the world so you can make your dreams come true.

Success is the process of getting what we want and wanting what we have. True success is recognising that you are not only in the process of achieving new goals but also being grateful and appreciative for what you have now.

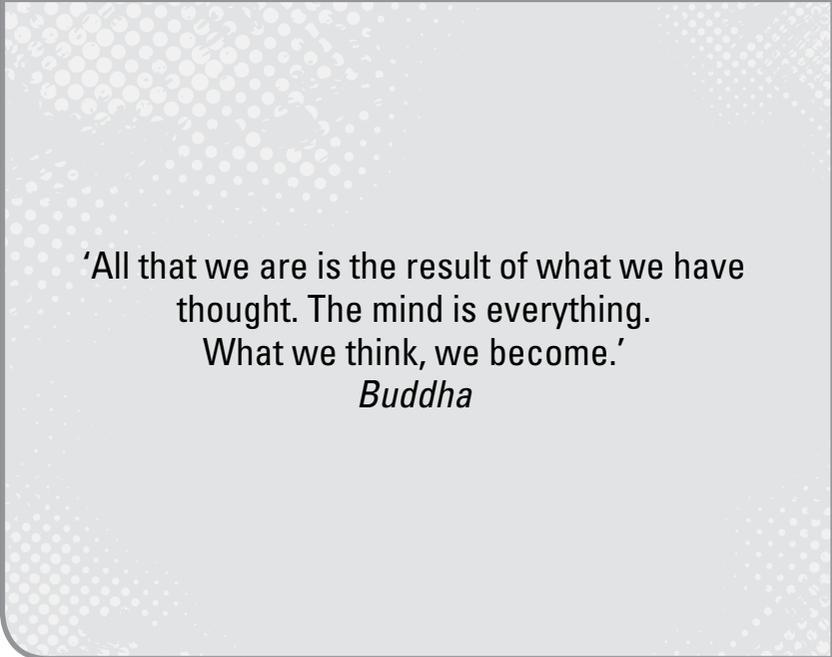
Living an extraordinary life is achieved by having support and standing on the shoulders of others. A Coach is designed to help you make changes to your life, to achieve your dream relationships, health and wealth and to bring you success and happiness. Coaching techniques are designed to help you identify, understand, and overcome the things that are holding you back in life. Coaching brings progress. Coaching brings success.

It is within your reach to take charge of your own personal destiny and, regardless of past mistakes or limitations, begin today creating lasting love, increasing success and vibrant health.

You have the potential to choose the extraordinary and to become the person you were meant to be. Dare to dream.

John Gray, Ph.D. - Founder, Mars Venus Coaching

John Gray, Ph.D. is the leading relationship expert in the world and best-selling relationship author of all time. His groundbreaking book *Men Are from Mars, Women Are from Venus*, forever changed the way men and women view their relationships.



'All that we are is the result of what we have
thought. The mind is everything.
What we think, we become.'

Buddha

Chapter 13

Todd Hutchison

The Corporate Mechanic



Todd Hutchison

'Success is really about
living the life you desire.'

Known as the 'Corporate Mechanic', Todd Hutchison is an international business consultant, project manager, coach and author. He specialises in board governance, business performance and project management, focusing these days on challenged projects and business turnarounds.

With more than 20 years experience in project management, Todd is the world authority in project coaching. He is an internationally certified Master Project Coach (MPC), Master Project Director (MPD) and Project Management Professional (PMP). He works with boards of management in translating their strategy into implementable projects and coaching their staff to successfully deliver on them.

As a qualified national and international company director, his board roles have included the chairman of the International Institute of Project Coaching and the Australasian College of Leadership and Coaching, national chairman of the Australian Project Management Institute Council, and founding board director of the Institute of Mind and Behavioural Sciences. He helped fund the Institute after having a vision three years earlier that it could bring together medical doctors and health professionals to explore the power of the mind. He is also creator of the first nationally accredited Diploma in Mind Sciences.

Todd is an awarded speaker and a Certified Speaking Professional (CSP), as well as a nationally accredited trainer. He has 16 tertiary qualifications covering engineering, business, music, media, commerce and information technology.

Recognised as a behavioural expert, he helps individuals and businesses reach their performance potential using their own winning behaviours to create productive relationships and increased business results. An award-winning business entrepreneur himself, he has established a number of successful businesses.

While working as a director of a health research centre, Todd became interested in performance psychology and gained a better understanding of how the brain and mind can be wired for success. He learnt that many of the challenges for business leaders relate to their mindset, fears, doubts and limiting beliefs that were holding them or their business back. This was the main reason Todd trained and received certifications under some of the world's top experts in areas such as psychotherapy, psychology, neuro-linguistic programming, time line therapy, Germanic new medicine, neuroscience and coaching.

Born in 1970, Todd lives in Perth with his wife Gina and their daughter Lara.

Who were your mentors growing up?

I grew up with a single mother taking care of four children, without my father contributing any child support, but we were surrounded with an abundance of love and joy. While I don't think my siblings and I realised much of the financial burden my mother was carrying, I observed a real resilience in her ability to get us through any situation. She has always guided me with her wisdom and been there for me.

In my childhood, I spent many of my days with my Nanna, Florence Burgess, and my pseudo grandfather and war veteran, Wally Read, who was taken in as a boarder after World War Two to help with the costs of running the household. I remember him as the most caring, unselfish and loyal man I have ever met. He had a great influence on my developing years and yet was an extremely modest man.

At 16, I started my training in Wing Chun kung fu under Grandmaster Roger Smart. He still remains my greatest teacher of philosophy today and proved to me the importance of determination and commitment.

While at school I worked part-time under the leadership of Geoff Spick, who taught me about running businesses from a business-owner perspective. His message was to always keep an eye on the cash flow. It just so happened that in the same workplace David and Catherine Birnie, WA's most notorious serial killers, were employed. That particular experience taught me that people can wear a false mask, and you cannot always determine what is happening in anyone's life just from their public appearance. From that experience, I became more compassionate and aware of people under stress, as you just don't know the pressures people may be dealing with in their own life.

It was Gus Slater, the former chief engineer at Channel 9, who was my greatest work-based mentor. He took me, a young broadcast engineer, under his wing and today still remains a loyal friend and mentor. His message was to focus on bringing out the best in people's talents.

In more recent years, multi-millionaire property entrepreneur Mark Patterson has greatly touched my life. He has used his wealth to do great things for humanity, like his Transform Cambodia initiative that educates and mentors unprivileged children.

My beautiful wife, Gina, and daughter Lara help to mentor me in the life/balance equation.

What made you get into the field of mentoring, coaching and educating others?

Like many people, I have a thirst for learning and knowledge. Being inquisitive and inspired by helping others' dreams and goals become a reality, I realised that many of us are like candles awaiting to be lit. I realised I had the ability to assist people in realising their own gifts, getting excited about their own opportunities and becoming inspired to play life that little bit harder.

Best of all, my gift is in having the ability to identify those small and unique inhibitors people have that cause huge barriers to their success, and the techniques to resolve them easily. This includes seeing the elements of a business that need to be tweaked to maximise their performance.

I was not a very academically gifted student at school, but having now achieved a couple of master's degrees and 16 qualifications later, I have come to believe our goals are connected to our passions and natural talents. Many school students are just not interested, engaged or challenged enough to gain high grades. For some, school is just a great place to hang out. We need to connect learning to something that interests them to engage their emotions and thereby initiate stimulating participation.

We all need a target to focus our energy towards what is meaningful to us personally. Most people live life without having any goals, largely dealing with the day-to-day challenges and not often realising their potential to create a life they would love to lead. When they realise their life is their choice, and their current circumstance is the result of the choices they have made to-date, it is easier to take control of their destiny and achieve amazing things. Others choose to live a mediocre life.

Our behavioural style can tell a lot about a person's willingness to step up and take action: a lot of business entrepreneurs start at a young age; my first profitable business was at age 12, when school mate Jonathon Marshall and myself initiated and began the Primary Post school newsletter. We were bold enough to convince local business owners, including corporate organisations like National Australia Bank, into paying for advertising; and the school principal into providing us classroom space; as well as our fellow students to pay

the five-cent charge for buying a copy. The power of having a goal, the ability to influence, and the persistence that comes with wanting to achieve something greater than yourself revealed to me that people step up when they become part of a shared goal or purpose. Age was clearly not a barrier, and it was not a limiting belief we were carrying at the time.

I continued to work on week nights and weekends during school so that by the time I left high school I was offered a management role, and found myself managing five photographic studios at 17. I loved leadership and I could not believe I was being paid to help others bring value to the business and to contribute to improvement and progress. Through my experiences in surf-lifesaving, health services and the television industry, I came to recognise the criticality of efficient teamwork, and the importance of each individual bringing to the team their own talents and value.

Often where organisations lack is in sustaining the change they introduce. I recognised the power of ongoing mentoring and coaching and how it influenced a positive shift in an organisation's culture. It became an easy decision to create a business of setting up in-house coaching programs in organisations, and I established the International Institute of Project Coaching, started writing books on the topic, and began mentoring business-owners, senior executives and later company board directors. I am also involved in a number of charities, such as the Smith Family Foundation, where I train their mentors. My most recent mentee, Raphael Hyde, not only completed his engineering degree, but was employed by a company through my own network. Bringing that level of value into someone's life and seeing them grab the opportunity with both hands is very rewarding. A mentor can open the door, but it is the participant that needs to be willing and action-oriented to step up and perform to make it work.

'Your life is a reflection of your beliefs, thinking and actions. It is wonderful that we can change all these things.'

How would you describe success and your personal opinion of what success is?

Success is really about living the life you desire, whether that is to become the person you want to be, to experience the things you want to experience, or to be able to do and buy the things you find will enrich your life and those you want to support and serve.

Reflecting on my life, some of the most enjoyable moments have been when I did special things for others, like paying for someone's shopping in the queue at the supermarket, paying off a family member's mortgage, buying Christmas presents for children I would never meet, and walking up to a stranger and giving them a pile of Lotto tickets, wishing them luck and just walking away. Try any of these things, and you will realise what success actually feels like. It is a sense of inner bliss – a moment of total joy and a feeling of contribution and belonging.

I also remember a millionaire friend telling me how we could send an eye surgeon to another country for a measly couple of thousand dollars to save the sight of a child forever. His point was that he did not have the skill to do the operation, or the time to become a surgeon himself, but the small amount of financial contribution we could make would have a phenomenal impact on that individual for the rest of their life. That is the true power of financial wealth.

How does one achieve success?

Firstly, a person has to define what success means to them: that includes what it means from different perspectives, taking into account, for example, career and employment, home life, family and friends, education and spirituality.

When you get a clear vision of what your life could be, and you can connect with the 'why' you want it, then you can start creating a powerful strategy for bringing it into reality.

Even a business needs to create a vision statement and strategy that clearly defines a picture of what success is for that organisation. When the picture is clear and the staff are committed to it, the magic happens.

After defining success and having clarity in the end result (the vision), it is really all about creating a list of action steps. Goals get realised

through effort, and without effort the fulfilment of achieving a goal would not eventuate.

Write your goals down, collect photographs that visually represent your goals and put them on a vision board you can see each day to remind you of your targets. Continuously try and refine your goals so that they have absolute clarity.

When you have your goals written down and you become focused on them, the brain will start filtering through the information that relates to them. Anything relevant to them becomes part of your conscious awareness. Once you notice the opportunities, and you have prepared yourself, the next step of taking action becomes simple.

Start watching your negative behaviour and self-talk, your inactions, areas of lack of preparation, your fears, doubts and limiting beliefs, as they are all linked to the reasons that are holding you back. Interestingly there is usually a common theme amongst them. Many issues will be associated to events from your childhood, which you experienced or observed.

I welcome those conscious moments of emotional pain where you realise someone or something is pushing a negative button in you that is causing you frustration, anger or sorrow. These present the greatest opportunities for personal learning and growth.

Just think about your reaction to having to speak in front of a crowd of people. You may remember observing at school how your teacher would bring the naughty pupils in front of the class as a punishment to humiliate them in front of the other school children. If you gave that a meaning like 'standing in front of my peers equals humiliation', then it is clear that the subconscious will do its very best to protect you and avoid this scenario – it has become a limiting belief that causes inaction. Once you consciously recognise this and change the meaning you attach to it, you may just find the fear of speaking dissolves.

Lastly, remember business is all about people and an enjoyable life is also about productive and positive relationships. People help open doors of opportunity for you, to connect you to great opportunities, and help bring your goals to reality.

‘Be passionate about what you do. People are drawn to passion, and so is success.’

Why do you enjoy working with businesses?

Working with businesses is always exciting due to the people dynamics and its impact on the organisation’s performance; business is all about people. We all know that we prefer to do business with people we know, like and trust.

Our team has always been excited about dealing with challenges: we tend to have a different perspective on approaching a difficult situation, maybe because we believe that during the challenging times we have the greatest opportunity to learn and grow the most.

Being able to be called into a difficult situation and deal effectively with what others find too hard to deal with is very rewarding. Being given the name of ‘Corporate Mechanic’ was a great insight to me – because of this name I realised that what I did naturally was to be able to identify issues, and know what to replace or tweak to fix or fine tune the business. A small change in the right place can have a huge impact.

What makes you or your business stand out from your competitors?

Almost all the businesses I have established, or in which I am a shareholder, all have a people focus. People are the key to good business, even when we go into large corporate environments to resolve troubled projects, the issues are almost always people-related.

What sets us apart is that we are invited into the organisation as qualified and well-experienced business leaders, as that is what the client believes they need – however we are certified in the mind and behavioural sciences, and that is the expertise we use to overcome their psychological challenges that are impacting on their results. We get great results as we take a holistic approach to the interaction between people, systems and processes.

What is the most common desire of your coaching clients?

Most clients, particularly as they grow older, question their purpose in life; they seem to lose connection to their seeded passions. Companies are not too dissimilar as they often lose their identity and become disconnected in what they are trying to achieve over time. As businesses are led and influenced by people (their staff, external parties and their clients), the people dynamics alter for a number of reasons, and that is why change is the only constant. We cannot grow and yet stay the same, nor can businesses.

We intuitively know that we are all unique, and that we have natural talents and special gifts. We often know that we are attracted to certain industries or jobs, but we don't know what it all means or where it is leading. A person without goals often struggles to see a purpose in life, and I believe that the main meaningful goals are linked to your purpose. When a person is awakened to their purpose it mostly has three factors: they have a strong passion for it, it is aligned to their natural talents, and it serves toward a greater good (beyond benefiting just themselves).

I unwittingly created a whole company around these factors. At the time, I used a great technique that helps people recognise what they should be spending their time doing. The process is simple and ideally you use a large poster-sized piece of paper that will eventually have three lists on it: the things you like doing, the things you are passionate about and the things that make you unique.

Create the list over a period of time, with lots of detail on it, and sometimes it is fun to have the opinion of family or close friends as we all have blind spots about ourselves. Once you have your three lists, take a coloured pen and start connecting lines between common themes, then use different coloured pens and continue the process until the paper has several different coloured lines. For example, you may have connected Kung Fu (like) with martial arts (passion) and you may be a Kung Fu instructor (uniqueness), but the same grouping may have also connected with teaching (like), health (passions) and being physically fit (uniqueness). You start to realise that martial arts teaching is an important part of your life.

Now take the poster and mount it on a wall; when you step back and study it you realise where the dominant lines are; usually the poster will

provide you with new insights, or reaffirm what you already know, and provide you some guidance as to what you should be doing. My own poster indicated I should create a consulting, training and coaching business in project management and mind sciences, and I went on to create that exact company. It simply works.

How does a person keep motivated and inspired on a daily basis?

Motivation comes from within: in psychology, we refer to 'toward motivation' that is inspired by what you want to gain, and 'away-from motivation' that is linked to a pain you want to avoid.

Having goals allows us to work in 'toward motivation', yet many people operate focused on what they don't want. 'Away-from' motivation works when we need to get out of a bad relationship or away from an inappropriate job or workplace, but it is not the right long-term model for creating success.

When you are operating in 'toward motivation', you are focused on what you want, and if you have clarity on what it is that you want to be, have, do or experience, it becomes inspirational to know that each day you can take active steps towards your goals and your desired lifestyle.

When you realise you are in control of your life, when you operate in 'toward motivation', and you have clear and written goals in your life, then you are living a life of your choosing. You are going about each day in creating the life you want to live, and even though life's challenges will still appear, you will live a happier, healthier and longer life pursuing your passions.

So what are the techniques to keep inspired? The first starts with training your brain to look on the positive side of life's challenges, realising that anything that challenges you is an opportunity for learning, development and growth.

You need to have goals, and have them written down on a card you carry with you, or place it in a prominent place, and particularly have a colourful vision board that reflects your key goals.

Be careful of negative self-talk and when you become aware of it, replace it with an alternate message. When you realise you are saying something negative, like 'I am hopeless at selling', or 'I am not good enough', you simply say (in your head) 'Reject' (or 'Cancel'), and then

say your preferred thought. You are effectively replacing the messages in your head.

Another technique I use is a reflection journal, which you write in when you feel the need to write. I start my journals with a total snap shot of my life – my job, my salary, my relationships, my investments, my qualifications, my weight etc. and add things about people, events and experiences that have a positive impact on my life. In reading it, it teaches you about how you think, what influences you and what conditions you need to best perform.

What is a millionaire mindset?

A person with a millionaire mindset is someone who can confidently look beyond their current circumstances, who can create a vision of a greater strategy, and who has the emotional resilience to overcome the challenges in their way.

The difference between having this mindset and being a millionaire is the action you take, and if your results are not making you millions, then revisit your thinking, values and belief systems. Most people have some inhibitors regarding the concept of money.

Mindsets differ greatly between the employee, the self-employed and the business owner: they see the world from very different perspectives, consider different risks, and will implement different strategies from the same advice. Entrepreneur and author of the Rich Dad series, Robert Kiyosaki, wrote a lot about this in his book *Cashflow Quadrant*, and it taught me that when mentoring or coaching business people, you need to consider what quadrant their mindset is dominantly operating from, as the guidance you give them will be applied in different ways.

From my experience, everyone has doubts and limiting beliefs, but of all the multi-millionaires I have been exposed to, there is a level of disconnection from the thought that money is the focus, to a concentration on what it can bring and what it can be used to create. The wealthy don't love money, but they clearly see the value in it and respect it.

‘Opportunity is in abundance for those who care to open their minds and eyes.’

What are your tips for getting through a difficult time in your business?

Performance coach Anthony Robbins made me aware that businesses have a pattern of ‘grow and plateau, grow and plateau’. During the plateau, usually based on fear, the leaders may make radical changes that actually impact the next phase of growth. Wealth Dynamics creator Roger Hamilton reminds us that businesses have seasons, and spring will follow winter. We have to be prepared for the winter (the hard times) as they will come, but they will also pass. My mother use to say that every cloud has a silver lining.

Looking for patterns and building a resilient business is the trick. My business flows between consulting and training with the market changes. During the global financial crisis, many businesses put a stop on their training and coaching budgets, but we were unaffected as we shifted to the client’s need for consultants to analyse their businesses. Having multiple revenue streams, and products and services that enable cash flow year-round is always a smart strategy. Also make sure that you are creating products and services that are needed in the marketplace.

Most importantly, during difficult times is keeping the team together and focused on staying true to its vision and goals; recognising that business has a cycle of seasons; and ensuring that it has strategies to cope with low income periods so you can make it through – it is simply about good risk management practice.

What techniques do you use to achieve your goals?

The subconscious mind needs clarity in your goals to bring them to fruition; consider it to be your best 24-hour-a-day employee – if you choose to use it. Imagine if you asked your employee to go out and find a new car for you. The ambiguity in what car you exactly wanted

will cause them anxiety and set them up for failure, because you have not given precise instructions on what you actually want. It would prove difficult for them to meet your expectations on price, model, colour or even functionality.

If you asked them to go and find a black tiptronic Porsche Cabriolet model 997 with grey leather interior within a budget of \$150,000, the employee has no doubt as to what you require and what they are specifically searching for.

I use seven key steps to acquire the clarity to my goals:

1. Write down a list of all the things you want to possess, experience, become or do for others. If you have a life partner, you may want to jointly develop certain goals together. Some may be of a physical nature, while others will be people-based.
2. This step comes from the fact that some people I witnessed did have goals, but they did not have the necessary passion to take action on them, only to find out later that it was often their parent's goal that was implanted in their mind during a young age. Once you are positive that each goal is truly your goal, make sure it is stated in an exciting way.
3. Identify a suitable reward that will motivate you to achieve your goal: some rewards may be directly linked to the goal being realised, whereas others may have no relationship between the goal and the reward; if a goal relates to a group effort, then the reward should ideally be group-focused.
4. Define the end date (the date the goal should be completed by): this will categorise your goals into short, medium and long-term goals, and aid you to focus on those that necessitate immediate action.
5. Identify where goals have a relationship to one another and determine any dependencies, which are instances where certain goals need to be completed before others can be started or achieved.
6. Identify measures for evaluating your progress and identify the condition that validates that you have achieved your goal.

7. Many people have goals, but they overlook the planning element that sets out the tasks and actions that must be taken to achieve them. For example, a goal of securing a new job is not good enough, as a potential boss is unlikely to come and knock on the door; rather you need to be applying for employment and preparing for interviews for the right jobs. Therefore, this step is to identify those goals that need action in the next 12 months and define what action is actually required.

Use a journal to record your progress, and review and refine your goal list many times over; it is important to execute all planned actions, observe your progress and celebrate the wins. Remember the enjoyment is most often experienced during the process of reaching the goal, and not in the goal itself.

Do you use visualisation when doing your goals? If so why is this important?

Research has shown that when you visualise anything with emotion, you automatically create similar neuro-networks in the brain as if you had actually experienced it. The secret is in the level of emotion you connect with it. Emotions are the critical ingredient for memories to be created.

If you do not engage your mind and physiology through involving your emotions when you are visualising, you are not telling the brain that this is something of great importance. Your level of emotion is directly related to the significance of your message to the brain.

I have also used visualisation techniques with athletes to keep them practicing (in their mind's eye) during the recovery of an injury, and even to speed up their recovery. I recall reading about prisoners of war who practiced playing golf through visualisation as a means to escape their predicament, only to find they could actually play a good game of golf on their return to civilian life.

When you are imagining a perfect technique you are actually training the mind and body what to do. You may have heard that some elite golf professionals visualise their every shot before they hit the golf ball. They are programming their mind to instruct the body to do the perfect technique that will lead to success.

Is there a significant quote or saying that you live by?

When you meet people they often ask how you are going. They often do not really care, but I always reply, 'I am always great', and it is amazing the positive reaction people have to that.

I live by the philosophy that we can all experience bad moments in a day, but never a bad day; you choose whether or not you let a bad moment impact the rest of your day; I choose not to give a moment like that such power over my life.

Do you have a coach or mentor yourself and what is the difference between them?

I believe that coaches and mentors are critical to keep you accountable and everyone needs one. A mentor differs from a coach as they come from a position of experience, having achieved what you want to do or aspire to do. A mentor-based coach in a basketball team would be a person who themselves was a former champion player, whereas a coach is a person who can guide you to success, but may never have experienced themselves what you are trying to achieve.

I have a mentor, although I do not connect with them constantly, as I respect their time and we are both busy and both travel. I also gain by spending a great deal of time with highly motivated and energetic people. We effectively coach one another. I am also involved in a mastermind group of like-minded people desiring to accomplish great things in their lives.

Everyone has access to the world's greatest minds in this informative age: for example, I drive my car listening to world leaders sharing their life experiences on CDs; each day I read books by people I respect or who inspire me, I subscribe to success-based magazines; and watch videos like *The Secret* and *Paying It Forward*; access websites like www.ted.com; I attend lectures, enrol in formal study and interview people who are successful. All of these activities mean that I am being mentored each day from people I may never have met personally, but are world leaders in their own right.

What can you say to yourself to do the things that you don't want to do?

Your behavioural style will largely indicate your preferences and likely actions, including what you do under stress. Some of us can make

decisions fast, while others desire to research, review and make a decision over a much longer time.

I also know from experience that people can train their way of thinking and that includes their level of discipline in progressing with things, while some inhibitors, like procrastination, can be resolved.

A person often does the things that excite them the most when they are feeling most energised. During coaching, I help clients identify their performance cycle, being a measure of the different levels of energy they generally have at different times of the day. When we recognise their peak performance periods, I encourage them to do the most important or difficult tasks at that time, and when they are at their low energy points, I suggest they do the things they are excited about. You find that by doing this, your low energy periods are raised and you get far more done in the day.

Does modelling a successful person really work?

The theory is that if you model a successful person and do what they do, you will likely achieve similar results to them. This is partially true, however you have to be careful that you model someone with a similar behavioural profile to yourself for it to really work.

Basically, we each have natural talents and behaviours that better align to certain wealth strategies over others. If you follow a path related to your own profile's strengths, then success becomes easier and faster, and the process of modelling comes more naturally. If however, you select a person that has very different attributes to you, then you can model them, but doing what they do will be harder, will take longer to achieve and not as much fun. In these cases, people often give up on the strategy before they reach success, as it is hard work for them.

Arguably this would also apply to selecting a mentor, if you were trying to be guided by their expertise and experience in the field of your endeavour. We have to be careful we do not follow someone else's strategy that is not in our own flow. It is the harder path to success.

Can people change instantly?

People can have a life changing experience or an epiphany that can significantly and instantly change their views. Such events often impact on their personal values. When you have a shift in values, your

beliefs change. As an analogy, your values are like a branch on a tree, and your beliefs are like the leaves. When you cut the branch off, you automatically lose its leaves with it.

There is plenty of evidence of therapeutic techniques that can change a person's perspective instantaneously, and there is a correlation between the intensity of their emotional state or heightened awareness and the change they experience.

When we give new meanings to emotionally-charged past events, the flush of neuro-chemicals in our brain has an instant capability to rewire itself. We call this the plasticity of the brain. Plasticity allows us to change our values and belief systems that enable people to remedy emotional challenges (limiting beliefs, doubts and fears) that have been stopping them from succeeding.

Were there any defining moments when you made a decision and everything else seemed to fall into place?

I was working as a director at Curtin University when I formed my consulting and coaching business part-time. The life balance was a little out of whack, but I had accumulated significant annual leave to be able to take for specific consultancy engagements.

It was a process of approaching the boss with two letters, one was my application for leave and the other one was my resignation. I would take the approved leave to travel and do short-term consultancy engagements.

A call from Professor Ian Rouse at Victoria University wanting a commitment for a consultancy contract, forced me to make a decision. I was not likely to get the annual leave, so I approached the boss, and noting that the leave form was not likely to be signed, I handed over the resignation letter instead; it was like entering the unknown, but something I had planned to do. The business was so successful that I had made my annual director-level salary within the first couple of months. It was all about preparation and then taking the action to seize the opportunity.

For many, the mindset of being the employee and the thought of resigning and going it alone is far too scary (fear sets in), and when you have a family to be responsible for, these pressures can take their

toll. There are too many people in jobs they don't like, working with people they don't respect, and in organisations they don't trust. Fear keeps them there.

The message is simple: get the right strategy, test it, and then take the plunge. Sometimes people keep their options open and then find themselves falling back into the safe position known as their comfort zone. I always admired the concept of the great armies of history that would burn their ships when they arrived at the next country to conquer. They had removed the options of escape, and they were left with only one way forward or otherwise meet certain death. They had placed themselves in an untenable position that could only lead to fighting to the very end. They were accomplished and feared soldiers as a result. Failure was not an option.



Todd Hutchison has offered readers of *Millionaire Mentors* two awesome gifts – an e-book on *The Basics of Body Language* and an e-book on *Dealing with Self-Sabotage*.

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