



Millionaire *Motivators*



How to Find What You Love to Do and **GET PAID TO DO IT!**

"We can change our lives. We can do, have,
and be exactly what we wish."

Tony Robbins



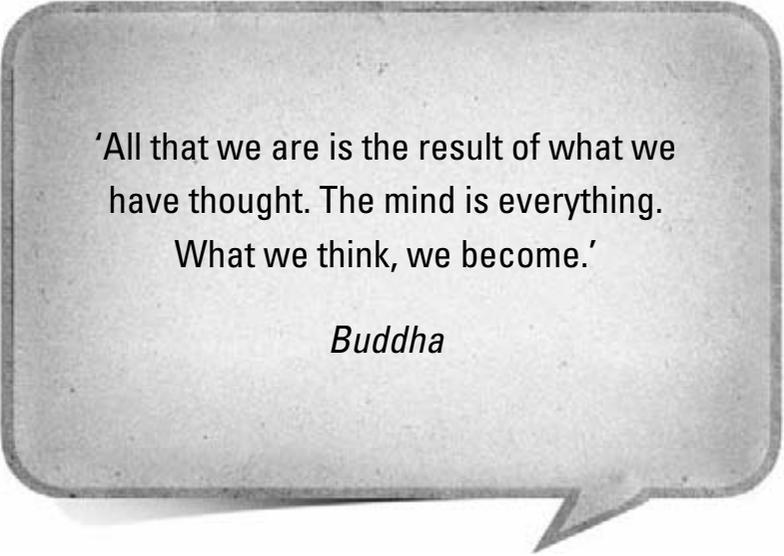
Fiona Jones and Michael R. Dean with Todd Hutchison

Foreword by Chris Howard, Founder & CEO Academy of Wealth & Achievement™

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

Buddha



Todd and Gina on their wedding day



Dive Master Todd working at Underwater World.



In the WA Police.



Pilot Officer Todd Hutchison at RAAF Base Pearce



Todd and Jon Marshall going into business at 12 years old.



As a 12 year old State Champion.



Preparing to fly in a R22 helicopter.



Todd as a Kung Fu Instructor.



With wife Gina and Godchild Ishani.



Being awarded the Certified Speaking Professional.



Todd training in KL.



With his mum Dalveen.



Training at the Fiji School of Medicine.



With wife Gina and daughter Lara.



Daughter Lara.

Chapter 16

Todd Hutchison

the Corporate Mechanic



Succeed Gratitude
Inspire empower
passion MOTIVATION
strength Courage
Love believe
Wealth Dream

believe Courage
Mindset Energy
Passion Confidence
Ide Abundance
BUS Purpose
eed Wealth CREATE

A stylized, handwritten signature of Todd Hutchison in black ink. The signature is fluid and cursive, with a long horizontal stroke extending to the right.

'Choose for your life to be great, make the plans towards your desired state, and then live each day passionately as if it could be your last.'

Known as the 'Corporate Mechanic', Todd Hutchison is an international business consultant, certified speaking professional, author and master coach. He specialises in boosting business performance, entrepreneurship, project management and team dynamics.

Also featured in *Millionaire Mentors*, Todd has been recognised as a pre-eminent business leader by *WA Business News* and an awarded speaker by the National Speakers Association of Australia.

Having grown his People Rich business into a global organisation with offices in Australia, USA and the UK, he is also a qualified national and international company director, heads the Australasian College of Leadership and Coaching, and resides as a founding Director of the Institute of Mind and Behavioural Sciences.

With 25 years of experience running and consulting to businesses, Todd is the world authority in project coaching and recognised as a leading mentor in the Asia Pacific. He is an internationally certified Master Coach, Master Project Coach (MPC), Master Project Director (MPD), Neuro Linguistic Programming (NLP) Trainer, Master Trainer in Extended DISC behavioural profiling, and Project Management Professional (PMP). He works with boards of management in translating their strategies into implementable projects and coaching teams to successfully manage and deliver on their projects.

He has 18 tertiary qualifications across the disciplines of engineering, business, broadcasting, training, commerce and information technology, including a Master of Business Administration from Deakin University and a Master of Commerce from Curtin University of Technology.

Recognised as a behavioural expert, Todd helps individuals and businesses reach their performance potential to use their own winning behaviours in creating productive relationships and increasing business results. Todd is a successful business entrepreneur, having established a number of businesses and having been in director roles leading more than 50 full-time staff. His ability and performance has been recognised by awards from organisations such as the Project Management Institute, WA Business News, WA Police Service, TAFE, National Speakers Association of Australia, Curtin University of Technology, and the WA Squadron Air Training Corps.



Todd lives by the principle that ‘business is all about people’. Understanding how people work and how businesses need to integrate people, systems and processes makes running a business challenging and exciting. Todd brings a fresh practical approach, backed by academic rigour and practical experience, in helping people achieve their personal and business goals.

Todd lives in Perth with his wife Gina and daughter Lara.

What is motivation to you?

Motivation to me is the ability to arouse and stimulate interest, commitment, discipline and determination that inspires the action required to achieve a goal.

Scientifically, motivation is something created within us and relates to a cocktail of neuro-chemicals released in the brain that lead to our emotional state. Our level of motivation is linked to the power of emotional intensity we give it.

It is also directly related to the strength of the ‘why?’ factor that is driving our actions. If you are rescuing your drowning child, your ‘why?’ behind your actions causes a total commitment and focus. The rush of neuro-chemicals like adrenalin impacts on your physical ability that in turn enables you to immediately exert more power and act faster than normal; as a consequence, the likelihood of saving your child is significantly increased.

To understand motivation we must start by recognising that our brain’s filtering system is based on what we are interested in and focused on. In fact, research by Professor Mihaly Csikszentmihalyi found that the brain filters out more than 99.9 per cent of the information that initially touches our five senses (vision, sound, taste, touch and smell); that which occupies our interest and focus decides and determines what we allow into our neurology.

This filtering system helps alert us to items of possible interest; for example, when you suddenly acquire an interest in boats, you start noticing them in driveways of homes, in magazines and anything relevant to boats will catch your attention, even reading a newspaper



the boat advertisements will become most prominent. By focusing on certain things, we can effectively program the mind to make us consciously aware of those opportunities that will project and inspire us towards our goals and success.

A real estate investor starts noticing all the things that suggest real estate opportunities, not only for sale and for lease signs, but removalist vans and empty car parks. Whatever you focus on becomes part of your awareness and that is why people in the same environment may or may not see the abundance of opportunity that surrounds them. We can either use the brain to our advantage or otherwise we may be focusing on the wrong things that become barriers to our success.

Psychology speaks on two core-motivation types. The first one is called 'away from' motivation that acts on a desire to avoid pain; it has a purpose as we use it to break away from a toxic relationship, or to resign from a bad job, or distance ourselves from a dangerous situation. It is great for these short-term remedies for avoiding immediate pain, but if we live in that state, we are actually focusing on the negative attributes of our environment; and neuroscience says that this is what the brain then starts filtering on.

When we continuously focus on pain, it can become a habit. If a person with extensive pain continues to experience the pain even after the physical cause has been resolved, the mind is still relating to the pain mentally in their head. The physical pain has gone, but the thought of the pain remains, or more correctly the pain neuro-circuits may still be firing. The mind is our most powerful tool, but it needs to be used wisely.

The other type of motivation is called 'toward' motivation, which is all about gaining something we desire; the catch is that we need to know what it is we want. It is in essence having a goal, or a business strategy, and even our most meaningful goal known as our life purpose. We serve ourselves when we visually create in our mind the life we wish to live because this enables the brain to help us manifest it in our reality; the trick is making sure we have clarity as to what we want and inciting enthusiasm to attain it.

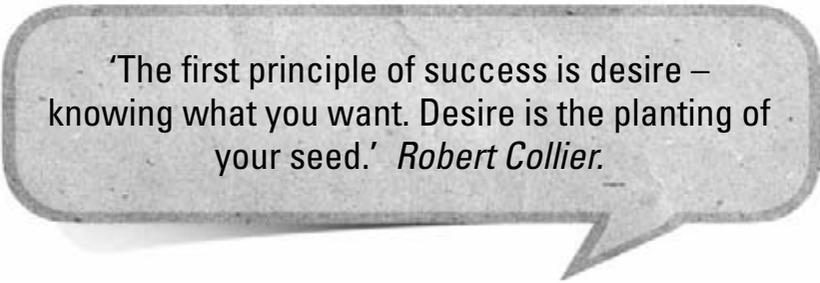
Without clarity in our goals, the subconscious mind cannot work efficiently to our advantage. The subconscious mind is our 24-hour



a day best employee and can either work hard or take holidays. It is only when we focus on those things that will improve our lives and others, and become interested in the pursuits that lead toward success, that the subconscious will come to the party in supporting our actions by bringing into our conscious awareness those things that will propel us forward.

With the abundance of information around us, the brain has a critical role to eliminate unnecessary information so that we don't feel overwhelmed. It recognises that emotions are an indicator of importance; if we experience an event that causes extreme emotions, the brain ensures it is retained in memory. That is why we do not remember much of the travelling when driving a car, but we do remember those moments we witnessed something of importance, or an attractive person, or hearing our favourite song on the radio, plus any road rage we may experience.

When you are passionate about your goals, the emotional intensity effectively makes the brain work harder on them and the results come faster. This produces and sustains incentive and drive in human behaviour, and the emotional focus to take all positive actions to achieve it.



'The first principle of success is desire – knowing what you want. Desire is the planting of your seed.' *Robert Collier.*

What stops us performing?

People mostly sabotage their own efforts because of their fears, doubts and limiting beliefs that cause barriers to their success. Many of these challenges come from our early years of conditioning, what we have observed and experienced and the meanings we have attached to those events.



Let's start by considering the statement, 'We only use 10 per cent of our brain'; while many people have heard this before, the sentence is only half complete – 'we only use 10 per cent of our brain for the conscious mind, and 90 per cent for the subconscious mind'. It was a fairly accurate statement on the ratio of the conscious to subconscious mind. It is a bit like an iceberg in that what you see above the water is only a small portion of the structure that exists below the water; the water line represents the 'critical faculty' that divides the conscious and subconscious in our mind.

The critical faculty is the brain's filtering system that takes information from our five senses and deletes, distorts, merges and generalises the information and blocks out all else. Basically, this filtering system protects those fears, doubts and limiting beliefs that sit within the subconscious mind. This is why talk-based therapy or coaching may have limited results unless the person has an enlightening moment that triggers an emotional shift. Why hypnotherapy works is that the critical faculty effectively is switched off so the therapist can speak to the subconscious without the filtering system.

The brain uses our emotions as the key signal that the experience is important and should be remembered, and links it to our memory processes.

Many of our limiting beliefs or psychological challenges have come from our childhood events; understanding the brain's development starts to explain why those years have particular significance. What we know from studying the brain is that a child from the ages of birth to around two years old has a brain frequency known as Delta (1-3Hz) that is the same brain wave format as an adult in a deep trance. From two to five (up to seven) they operate at Theta (4-7Hz), which is still an adult trance-like state, but not as deep. In these states we accept things into the subconscious without the benefit of the conscious interplay.

We also learn a lot from observation, and not just from doing the activity. Have you ever wondered why so many people are in fear of public speaking? It is likely traced back to their childhood days when they were in school. You may recall that when a child was in trouble, the teacher would make them stand up in front of their peers as a means of making them feel uncomfortable and embarrassed; or sometimes make them stand in the corner of the room after being naughty.



Now if the child took that experience and gave it the meaning that 'standing in front of peers means humiliation', then for the rest of their lives the subconscious will attempt to help them avoid that situation again; it does everything it can to avoid that situation. This is an example where the limiting beliefs dwelling in the subconscious have a lifelong impact on our actions.

If we break these emotional inhibitors down to their most basic element, what we are really dealing with is simply pictures, sounds and feelings, or a combination thereof. It could be a visual memory, a specific sound or a voice in your own head, or even a physical sensation that triggers you emotionally.

The good news is that these are like records you are playing in your head, and we now know techniques that can rewrite those records that are negatively impacting on your life, effectively scratching the record and substituting it with a positive one.

Advanced therapies like Neuro Linguistic Programming (NLP) and other neuroscience-based methods can bring instant healing from emotional releases that are permanent. Sometimes that does need the intervention of a trained therapist to reconnect you with the right internal resources you have that control these things; others challenges can be executed by simple self-managed processes.

The following processes explain how you can start to take control of your record playing, being the subconscious mind, and change your life by dealing with those thoughts that are barriers to your success:

1. The first step is to take command of the negative thoughts. You can rewrite negative thoughts by saying 'Reject' or 'Cancel' when you realise you are thinking a negative thought and replace it with a positive one that is factual. For example, when thinking, 'I am no good at math', you could say, 'Reject – I am as good at math as I need to be'. This effectively is countering any negative self-talk;
2. The second step is to start creating your own positive records. Programming your own thoughts can be achieved through the use of affirmations where you start saying what you want the subconscious to hear. I recommend you say these with emotion to communicate to the brain they are important and repeat them six times at least once every day. An example



- would be, 'Every day in positive ways I am getting better and more proficient at math'. Again it has to be factual, as saying 'I am brilliant at math' when you know you are not is likely going to be countered by, 'no you're not', in your head. We say the record playing the loudest volume wins, so affirmations builds the volume on the positive self-talk;
3. The next step is to provide visual input to start programming the mind; having a vision board of pictures of your goals and what you wish to create in your life that can become the visual triggers to remind you of the life you want to create. This is a visual stimulus of your goals that works the visual sensory circuits of the brain; and
 4. The final step is to journal about any held emotions that are troubling you. Getting them out of your head and on paper is a form of release and your journal becomes like a therapist in its own right, letting you download your challenges and letting them go.

Of course, the friends you spend time with, your work and living environments, the books you read, the audio tracks you listen to and the movies you watch are all influencing you, so pick these carefully as you have control over what your brain is being exposed to.

Can our life challenges be managed?

You are a product of both your genetics (nature) and your experiences and observations (nurture). We now know a lot more about how the brain works and that your emotional states do have a direct impact on both your thinking and your physical body.

Medical research into our genetic make-up has discovered amazing things regarding how we have become the person we are. It was initially thought that we were the result of an expression of only 1.5 per cent of our DNA, and the remaining 98.5 per cent was referred to as junk DNA. We now know that the junk DNA is actually non-coded or dormant genetic codes waiting for the right chemical environment or emotional triggers that will cause specific genes to be expressed.

As Dr Joe Dispenza states in his brilliant book, *Evolve Your Brain*, 'When we activate only the genetics equal to what we have inherited, invariably we will manifest the same inherent physical and psychological conditions of disease and cellular breakdown'.



Pharmacologist and neuroscientist Dr Candice Pert confirms: 'Through visualisation, for example, we can increase the blood flow into a body part and thereby increase the availability of oxygen and nutrients to carry away toxins and nourish the cells'. It proves our thoughts have a direct impact on the cells of our body. It is also detected in the illness of people who are always negative; their life seems to be always challenged; often, without releasing it, their own thoughts are the very thing causing them their pain; they are the root cause of the effect that they have generated due to the reality they live in.

We often say it is not the difficult situations you live through that makes you, it is your response and reactions to experiences.

Does this mind-over-matter concept really apply? Absolutely. Dr Dispenza concludes, 'Since the expression of proteins is equal to the health of the body, our attitude and how we manage our thoughts are directly related to our health'. Between the nutrient intake we have, the extent of exercise we do and the emotional states we endure, we can have a lasting impact on the mind and body's wellness.

The important thing to realise is that change is possible, and you can alter your life by a simple decision to eat, exercise and think differently starting today. It takes time to see the results, and that is why visualisation is so important; imagining a better life drives our actions towards making our vision a reality. It is also said that faith is the most powerful of all emotional states.

The brain is ever-changing and mouldable, known as having 'plasticity' properties. Your values and belief systems, as well as your fears, doubts and limiting beliefs can all be changed over time and sometimes instantly. Some people have to have a life-changing or near-death experience before they decide to make a change, whereas others simply desire a different life and make the decision to pursue it.

What we do know is that visualisation, affirmations, positive self-talk and environments that support mind and body wellbeing all have an influence on us and these are all things we are able to control. In my experience, stress is most often a real or perceived loss of control. We often relinquish our power as we do not see the choices we have in taking control. Suicide is an extreme example where a person often perceives they have no other choice than to take their own life.



I developed a simple technique for dealing with frustration called the CIA Principle™; it stands for: Control, Influence and Acceptance, and is a simple tool used to deal with frustration and to help understand how to focus one's energies better and more constructively to cope with challenges. Basically when you feel frustration you are likely using the wrong response to dealing with the challenge:

The 'C' stands for Control, that is, over those things that are directly relating to your actions such as your appearance, behaviour, professionalism, and manner, as well as your responses to challenges as they arise. While we can control ourselves, we cannot control others, we can only influence and persuade them.

The 'I' stands for Influence and it applies to situations where other people are involved. In these cases you can only influence them and this can be achieved by simply focusing on the best and most effective ways to communicate and persuade the people around you. This is most easily achieved when you clarify the value and opportunity for them to change and align it to their own value system.

The 'A' stands for Acceptance and this applies to some situations we need to accept that place some form of constraint on us being able to move on. We don't have to forget, but we do have to recognise when things may be holding us back. Life is like a book, we have to turn the pages to reach the end. Acceptance is not about giving up; rather it is about accepting a state or condition and then using creative thinking to seek alternate solutions; it may be a change in a law, a commitment by someone else or a plethora of disappointing deviations away from our original plans. In most of these situations there is a lesson we can gain, but the secret is to become flexible and not view these issues as insurmountable.

I once met a woman from Tasmania whose baby was born blind; the parents initially took the control path, blaming one another; they then shifted to the Influence options when trying to get the medical practitioner to 'fix it', but it was only when they 'Accepted' the condition of the baby that they were able to focus their energies on providing the best possible environment for its wellbeing. They realised that the particular condition was permanent and acknowledged that their love for their child was the most important factor to overcome the family challenge; only when they did that



were they able to overcome the stress and frustration to move to a positive outlook.

In reality, your emotional state is the key factor that drives your success. Just view the self-esteem of a salesperson to realise that their results are linked to their level of confidence. When you realise that you are in control and are the captain of your ship (the mind), then you can take command to change your life around.

Why do millionaires often go broke?

It is fascinating that many high profile multi-millionaires often go broke or bankrupt after becoming millionaires, only to later become multi-millionaires once again. This intrigued me also, but I was keen to learn why it happened so it did not happen to me.

In studying self-made millionaires I came to realise that they were people who were very toward motivated – absolutely clear on what business they were creating and totally focused to ensure it happened. They were so dedicated and persistent that they tackled the toughest of obstacles, overcame the hardest of setbacks and persisted beyond others' pessimism and doubt.

They had a strong and unyielding belief of the possible. Even the great thinkers of our time – from sailing around an expected flat earth, to living under the ocean in submarines, to creating an instrument of flight that has led to jet aircraft today, and even to enable a man to walk on the moon – found none of these things was easy; and they all had a magnitude of people doubting them and shunning their ideas. They were ridiculed, doubted, discounted, and even isolated. Yet, those few had a strength of resilience and refusal to heed others' concerns and opinions, plus a firm belief in the seemingly impossible.

I found they also viewed challenges differently than the norm; in my own life, having some 18 qualifications all gained while working full-time, I found that there was a key difference in my outlook to study than others. Firstly, I would like to confirm that I was not an 'A' student at school, in fact so average that I was not even accepted into university after finishing high school. I enjoyed my years at school as the school's drummer and photographer and had little time for anything else. It was not until leaving school that I realised that the other 'mainstream' subjects simply had not been interesting enough



for me, and therefore there had been little motivation in studying them.

The interesting thing was that I realised when I began my tertiary education that I found the topics fascinating and all of a sudden I was welcoming the education. What it did teach me was that I appeared to view exams differently than most; I witnessed a lot of people suffering extreme exam pressure, and it was then that I realised the difference was that they were focused on the goal of finishing the exam, while I saw the exam as a small obstacle towards my goal of obtaining the qualification. Most people have a short-term view, whereas those of extraordinary success tended to have a long-term perspective. This explains how a businessperson focused on the goal of their ultimate business success overcomes all obstacles on the way; the obstacles become insignificant in comparison to the bigger picture.

Once they achieved their goal and became that millionaire (noting that today the term is not as significant as it was in the past), they experienced a change within themselves, and most lost their money and became bankrupt or broke. In studying this phenomenon I realised two things happened, and these were the same factors that enabled the person to be a multi-millionaire; in fact, every multi-millionaire I have asked since whether these two things were factors reaffirmed that my observations were correct.

The first observation was that when they reached their business goal and became millionaires after using toward motivation so strongly to achieve their goals, they turned off this success formula by not having new goals to propel them forward. Having goals is obviously a key to success.

The next observation was the tell-tale story of their financial demise. At that very point of success, not only did they not have any new goals to conquer, they flipped from using toward motivation to away-from motivation that was driven by a fear of losing their new-found fortune. When you become fearful of losing the million dollars, it becomes the very thing you focus on that influences your thinking and decision-making processes. When you focus on the 'loss' you set negativity in motion, based on how our brain-filtering system works, and we inevitably make our reality aligned to our thinking. This led many of them to lose the money. We say that your thoughts become a self-fulfilling prophecy.



Many at the stage of total bankruptcy gave up and went back to a safe job working for others, while many of them formulated a new goal for another business, determined to do it all again. While they had lost the money, they had not lost the knowledge gained from the experience, and in fact, if they had learnt from the harsh lessons of a failed business, they become better business people.

What I observed was that when they once again attained their success point they had prepared new goals to develop or build other things – they persisted with the success formula of clarity in their future goals. The most interesting thing was their change in mindset had effectively prepared them for multi-millionaire status.

After becoming successful twice they came to realise that they had proven that they could do it, and the odds of being able to repeat it once again were higher – they had reinforced their confidence and avoided focusing on the loss, and had now dedicated their focus on winning. Their confidence and focus had increased their power.

What I have come to realise is that those on low incomes compared to those on extremely high income think very differently. In his book *Cashflow Quadrant*, Robert Kiyosaki highlights the difference in the varying thinking paradigms of employees, compared to self-employed people (relying on their own effort for income), compared to big business owners, and that of investors. His ESBI model does explain that your mindset is based on your experience and those influencing you. It is necessary to realise that if you want to play in a quadrant different from the one you are currently operating in, you need to prepare your mind. You have ample opportunities to achieve this by joining professional associations and interacting with those people, to choosing mentors or coaches with the desired mindset, to reading books and listening to audio programs of those thriving in the quadrant you desire; attending seminars, being educated in their way of thinking, and even changing the circle of friends who influence you.

Much of it is based on what you have been exposed to as a child and the meaning you have given to those observations, whether your parents were employees or business owners, through to your own work experiences. From a therapist perspective, many people struggle with the concept of riches or wealth, and whether it is due to religious beliefs or theories of greed or other limiting beliefs about



what wealthy people represent; they shun wealth at a subconscious level. The subconscious then does its duty in safeguarding them from it. Just look at the statistics of those who are not used to managing money when they win in Lotto, and where they financially are within five years of the win.

An academic friend of mine, given the opportunity to teach at the great business schools of Harvard and Yale, said to me that the difference between those students and what he observed in the top Australian university business school students was not their levels of intelligence that were letting them down, nor their creative and innovative ideas, it was their belief regarding money. He said they were limited by the inability to secure funding, to see beyond their financial limitations compared to those students born into wealthy families who knew they could access funding for the right commercially viable idea. In reflection, I realised that they had been influenced by their parents who were successful, wealthy and highly networked people – they had seen that money was in abundance and acquiring money was not the problem – developing a sustainable business was the challenge. Their belief in the money aspects had caused a distinct difference in their mindset towards building businesses.

The simple reality is that they do think differently and, therefore, act differently, adapt and respond to events differently and achieve very different results. What is a risk for a person operating in one quadrant is a blessing for another; for example, an employee normally seeks a safe secure job and looks at the often-spasmodic income of a self-employed person and thinks their livelihood is risky. From the self-employed perspective, the employee's job is risky as their income is capped and they are totally dependent on their employer who could sack them at any time. As a self-employed person they have control over their destiny, they are their own boss, and their income is largely dependent on their own effort, plus the fact that it is not a capped salary like an employee.

Then again, the difference between the S and the B quadrants is equally huge, as the B mindset is to create a business that does not rely on, or is centred on them. They want to be working on the business and not in the business. Compare this to the S or self-employed person who has a business dependent on their own efforts. You may have heard of the small backyard operation that becomes an overnight success,



only later to have failed. If you study this you will see that the S was moved into the B quadrant without the mindset of a B operator and therefore their leadership and unpreparedness of their mindset led to the business failing.

It is no surprise to find that the staggering statistics around failed businesses ends up primarily being those E quadrant employees who leave their safe and secure job to become S or self-employed. Without being prepared with the S mindset, their fears around not being able to generate income causes them to shut down emotionally. They avoid doing the very things that will make them successful, and inevitably they fail and return to being employees.

So how do we avoid the loss? Well, the old adage, 'business is 80 per cent mindset and 20 per cent effort', may be true – the catch is realising what is meant by mindset. Having goals (business strategy), developing the mindset of the right quadrant and managing your own fears, doubts and limited beliefs are all part of it. Make sure you are developing the mindset for the quadrant you wish to operate in.

'The greatest reward in becoming a millionaire is not the amount of money that you earn. It is the kind of person that you become to become a millionaire in the first place.'

Jim Rohn.

How do some people seemingly have more hours in the day?

Having the great opportunity to study high performers, and having had the experience of performing myself at world competition level, I noticed something unique about top performers. Some of the interesting observations confirmed that they appeared to have more energy and endurance, proved to be more focused and procrastinated far less.



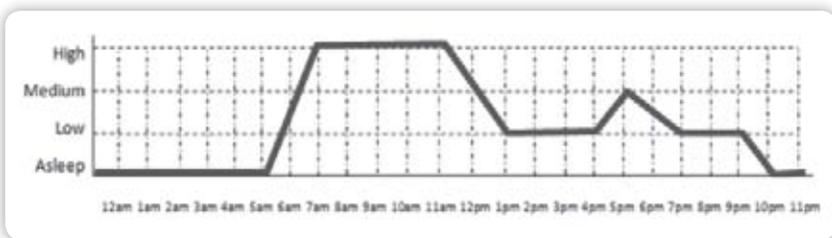
The old adage, ‘if you want something done – give it to a busy person’, proved to be factual as it is apparent they do not procrastinate much on things or, more to the point, they took the necessary action sooner. Certainly they possess a mindset of determination to get things done and avoid procrastination, and I searched for the explanation.

The fascinating thing in the first clue was that high performers often did not seem to know with certainty whether they were a morning, afternoon or night person, reflecting the time they felt peak energy levels. That intrigued me as most people do have clarity when their energy is at its highest point during any given day.

There are many factors effecting energy: age, behavioural style, amount of sleep, dietary intake, and the level of physical activity you do. These things aside, there are typical times each person metabolically feels at their best during an average day and can perform at their peak automatically. A morning person, for example, generally wakes up and can start their day with high productive energy that reduces over the course of the day.

I realised the first step was to graph your own energy levels over one to two weeks to view your general energy pattern recording your sleep, plus low, medium and high energy periods. I call this your Personal Performance Cycle™, being your average daily natural energy flow. It reveals the period of time you peak and pinpoints your most productive work time.

The graph below shows a typical profile of a morning person.



As I seemed to have a high level of consistent energy throughout the day, I first started endeavoring to work out my own peak period and what I was doing differently than most. It was when I was comparing myself and other high performing people to those who had clarity to



their peak energy peaks I found the answer. Understanding this can change your life instantly.

What I found was that a typical person tends to do 'fun' activities when they are feeling good. Feeling good was aligned to their energy level, so a morning person will start their day with fun and enjoyable tasks and then, when they came to do the important things, the things they were procrastinating on, they had low energy. They would then push those unwanted activities to the next day, extending the procrastination period. This caused them to feel negative emotions like fear of failure, guilt and frustration; these states cause stress.

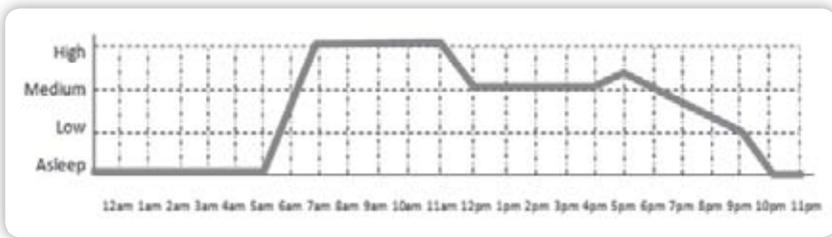
The simple fact is that when you are at your peak energy level, you can do things more easily, efficiently, effectively and faster than any other time of the day. The initial way to appear to create more hours in your day is to move the important and complex things to your peak energy time to eliminate procrastination, as you will actually get those difficult tasks done and achieved much faster and with a greater result. This alone will free you up to enjoy all the things that need to be done and increase your overall productivity. It is all about using your peak energy time wisely and therefore accomplishing much more in your day.

The next observation was that high performers kept the fun activities for their low-energy periods. This was a key success factor as fun activities invoke our emotions, in turn causing neuro-chemicals to be released in our brain that change our emotional state. You would know this by experience from a time when you felt low in energy and a friend invited you to one of your most favourite events; you suddenly had a burst of unexpected energy and you thoroughly enjoyed it. This neuro-chemical reaction gets fired on the things you find exciting and are passionate about. When you analyse this, you come to realise you have more control over your emotional state that changes your energy levels than you initially realised.

This means that fun tasks undertaken at the low energy times in your performance cycle can lead to your energy automatically increasing, explaining why those successful people did clearly not know when their peak energy time was, as their general day was relatively high on energy throughout their waking hours.



Certainly they had a mindset of determination to get things done and avoid procrastination, yet there was an explanation. When mapping it over your normal performance cycle you will see that the height of the energy periods have increased for the previous low-energy times, making you get far more accomplished in a single day.



You have succeeded in causing your high-energy period to be far more productive, as well as increased the energy level of your otherwise low-energy periods, thereby extending the duration of your overall productiveness.

The last observation proved to be startling to me; what I found was that when you do use your energy peaks and increase your low energy period's output, you actually sleep better. There seemed to be a correlation between using both mental and physical energy that enables the whole body to recoup through improved sleep; an outcome of working hard is that you rest better.

So how do you become more productive? Use your peak-energy time on the important and complex things (and those things you were previously procrastinating on), do the fun tasks at your low energy periods and enjoy more rest in the downtime.

The only other secret is the amount of sleep you have. Some people need more than others based on the DEC2 and ABCC9 genes and age is another factor. The average hours slept is seven to eight a day in adulthood. Research has indicated that the duration is only one factor as the time of sleep is based on what they call circadian rhythms.

Interestingly, there seems to be little or no benefit for sleeping in, and apparently it is even being linked to higher mortality rates (likely a result of these people having depression and other socio-economic factors that are causing them to detach from reality). This means



that listening to the body and getting into your day as you wake can mean a more productive day. The trick is to trial different times and durations of sleep to find out what your optimum time is, and use your waking hours wisely.

Is there such a thing as a life purpose?

I certainly believe that we do have a purpose or reason for being here on this earth. Research shows that we have unique behavioural styles from birth and within them lies what I believe to be the secret of your uniqueness; it is the clue to what you may be equipped to do.

Of those few who have certainty about their life purpose, you inevitably see that their passions and unique talents totally align to their purpose. This suggests we are given certain natural talents and endowed with certain passions that are linked.

One of my most admirable mentors felt he could best serve the world through the Church, but his attempts toward becoming a pastor were problematic. While he no doubt would have made a great pastor and he is already a great man of God, he was feeling something was missing. One day he realised his natural gifts, interests and talents were aligned to running businesses; he made the shift to running his own business and continuing as a senior member in the Church community. Today, his business partner and he selflessly donate more than a million dollars a year to the Church to establish educational institutions in third-world countries that feed and educate children who may have been otherwise forced into prostitution or other ill fates. How does he achieve these great things? By doing wonderful things with the money he manifests through his business skills; he has used his natural talents to serve for the greater good.

Recently, a close friend's daughter, Emily Brown, died tragically in a car accident aged 24. I had barely known Emily as her parents had moved back to Tasmania, but I remember her strong presence and passion on the few occasions I had the pleasure to spend time around her. It was at her remembrance ceremony attended by hundreds of people that it was evident that she had touched many lives and has left the depth of her imprints on earth. Her life was an inspiration to all; she will be remembered for her endless devotion to others, and her desire to make a difference each day.



With a passion for serving her God, she went out of her way to encourage those with little hope, and to show people compassion, friendship and that someone genuinely cared. Sadly she lived such a short life, and yet lived more fully than most people do. She lived out her passion in helping others, for contributing and serving all whom she met. She will always be remembered in my heart and has become a person of influence to many even after her death. She lived life true to her beliefs.

Our beliefs are powerful, but they can also be our barriers. One of the greatest challenges I see through my involvement as a coach and therapist is that many people often have issues with money. A lot of people see it as a form of evil or convince themselves that it is something they don't need and, therefore, at a subconscious level reject it and suffer financially. I remember reading about divorce rates and the link to relationship breakdowns due to financial pressures. In reality, in this society the value of money is important; it can alleviate relationship pressures; it can employ people and give them jobs; it can fund surgeons to do life-changing operations on children; it can fund schools for their education; and it can be used to do so many great works. Money is simply an enabler.

Money well spent is a good use of our resources and, discovering how we should be using our resources is a challenge. Sometimes a deep analysis of your passions, the things you like to do and the exploitation of your natural gifts and talents can all lead to paths to what you should be doing with your limited time on Earth. A simple technique is to write down a comprehensive list of your favourite activities (the things you enjoy doing), passions (the topics that interest you), and your uniqueness (the gifts, qualifications, expertise and skills you possess compared to others). When you list them get different coloured pens and connect those that relate to one another; it can create a message of a clear path to what you should be doing. In fact, this simple process was how 'People Rich' was created – I built the company that reflected what I enjoyed doing and was passionate about, and that used my natural talents and skills.

People are like candles waiting to be lit, and hope is like fuel to a fire that can light up their pathway to abundance. I believe that each of us has a role in self-leadership, and in assisting one another to become better at what we can naturally excel in based on their behavioural style.



What I have witnessed is that our life purpose has a much bigger purpose than to just develop ourselves; it is to spread abundance to others in the community, whether that is through love, hope, financial support or whatever value we can contribute. Purpose from my experience is linked to creating something of value into the world and to serving people for the greater good, and not solely for personal gain. It seems that we were placed on Earth to support and assist each other to evolve and grow.

It makes sense when you even look at Maslow's Theorem of Needs, as you will see beyond the initial needs for water, food and shelter that we long for social connection. This is why I sense that our contribution to a wider community is part of our human existence.

What single piece of advice will help our readers the most?

A driving force critical to life is clarity; each day we seek clarity concerning what our role in life is, what value we bring, what we intend for the future, our life's purpose, and often question why we are here.

The simple truth is that without a healthy mental state and having specific goals we cannot achieve or sustain the path of our success. We are goal-oriented human beings, from getting up in the morning to getting to work on time, including our eating habits – everything we do is driven by motivation towards our goals.

What I am talking about is creating a life we desire by becoming clear in what we want to have, experience, become and do for others. A goal has many names, from a strategy in business plans through to deliverables in projects, and even our purpose is the title we give to our most meaningful goal.

Managing your emotional state is critical and the techniques of replace-reject, affirmations, visualisations, and leveraging your peak performance cycles, coupled with building a strong people network and operating within a conducive environment that motivates you, are all important elements to getting on the fast-track to success.

If readers were to do one single thing, I would recommend the Extended DISC® behavioural profile and the theory of the Wealth Dynamics® Profile that will inform them with clarity as to their 'flow' states. When you know where your ability is to flow, you can choose



to spend your time, money and energy in the most productive ways possible to achieve the faster results to multiply your abundance.

As your flow is also reflective of your natural talents, it is a part of your life's purpose, and therefore knowing your flow has many important aspects to living life in the best possible way.

Remember that we all participate in this world, and our commitment to supporting and developing one another has a direct and positive impact on the world we live in. Your flow indicates your greatest value contributions to help yourself and others. Choose for your life to be great, make the plans towards your desired state, and then live each day passionately as if it could be your last.



Todd Hutchison has generously offered readers of *Millionaire Motivators* a free copy of his e-book *Power Your Life*, and a free 30-minute Skype coaching session.

To access scan the QR code at the front of the book or visit www.MillionaireMotivatorsBook.com.au/moneymakers



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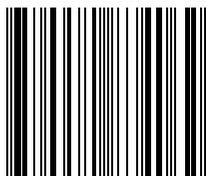
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