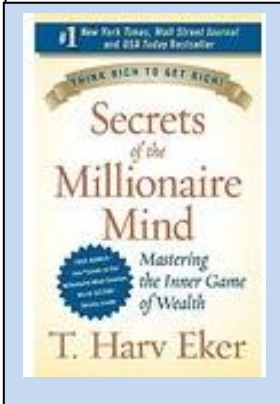


Secrets of the Millionaire Mind

T. Harv Eker

Reviewed by Andrew Wittig



Why read this book?

“Study Harv’s work as if your life depended on it...Financially it may!” -Tony Robbins.

Harv takes a unique approach to understanding our mental financial make up, or our “Money Blueprint,” and gives us incite to how we can apply powerful mindsets of financially successful people.

Your Money Blueprint-What is it set for?

- 1) Verbal Programming
- 2) Modeling
- 3) Specific Incidents

Steps for change:

Awareness

Understanding

Disassociation

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Blue Sky Leadership Consulting works with organizations to leverage Strategic Thinking and Execution Planning and we encompass many of the principles in these books into our Four Decisions™ methodology and development of your company's One Page Strategic Plans. Need to grow top line revenue? Improve bottom-line profits? Build accountable and trusting teams? Improve cash flow? Develop leadership team members? Contact us for a free consultation



WEALTH FILES

1 Prosperous people believe “I create my life.” Unprosperous people believe “Life happens to me.” P. 54

Victim Clue# 1- Blaming

Victim Clue# 2- Justifying

Victim Clue# 3- Complaining

2 Thriving people play the money game to win. Struggling people play the money game to *not* lose. P. 62

3 Successful people are *committed* to being successful. Unsuccessful people *want* to be successful. P.65

4 Abundant thinking creates abundant living. A scarcity mentality causes limited living. P.73

5 Productive people focus on opportunities. Negative people focus on obstacles. P.79

6 Affluent people admire other wealthy and successful people. Broke people tend to resent rich and successful people. P.86

7 People that are growing associate with positive, successful people. People who are barely getting by, tend associate with negative or unsuccessful people. P.95

8 People with momentum in life are willing to promote themselves and their value. People stuck in a rut, think negatively about selling and promotion. P.101

9 Successful people are bigger than their problems. Poor-minded people are smaller than their problems. P.10

10 Prosperous people are excellent receivers. Broke people are poor receivers. P.111

11 Wealthy people choose to get paid based on *results*. Those who choose to get paid based on *time*, rarely make their dreams come true. P.123

12 Optimistic people think ‘both.’ Those with limited thinking focus on ‘either/or.’ P.131

13 Prosperous people focus on their net worth. People who struggle focus on their working income. P.137

14 Rich people manage their money well. Poor people mismanage their money well. P.145

15 Wise people have their money work hard for them. Unwise people work hard for their money. P.155

16 Successful people act in-spite of fear. Unsuccessful people let fear stop them. P.166

17 Limitless people constantly learn and grow. Broke people think they already know. P.179



Wealth Principles:

“Your income can only grow to the extent that you do.” P.10

“The roots create the fruits.” P.12

“We live in a world of cause and effect.” P.14

“Money is a result, wealth is a result, health is a result, illness is a result, your weight is a result.” P.14

“ _____ → **Thoughts** → **Feelings** → **Actions = Results**” P.19

“When the subconscious mind must choose between the deeply rooted emotions and logic, emotions will almost always win.” P.22

“If your motivation for acquiring money or success comes from a non-supportive root such as fear, anger, or the need to “prove” yourself, your money will never bring you happiness.” P.31

“The only way to permanently change the temperature in the room is to reset the thermostat. In the same way, the only way to change your level of financial success “permanently” is to reset your financial thermostat.” p.44

“Consciousness is observing your thoughts and actions so that you can live from true choice in the present moment rather than being run by programming of the past.” P.45

“You can choose to think in ways that will support you in your happiness and success instead of ways that don’t.” p.51

“Money is extremely important in areas in which it works, and extremely unimportant in areas that it doesn’t.” p. 57

“When you are complaining, you become a living, breathing “crap magnet.” P.58

“There is no such thing as a really rich victim.” p. 60



“If your goal is to be comfortable, chances are you’ll never get rich. But if your goal is to be rich, chances are you’ll be mighty comfortable.” P. 64

“The number one reason most people don’t get what they want is they don’t know what they want.” P.68

“The Law of Income: You will be paid in direct proportion to the value you deliver according to the marketplace.” P.73

“” Bless that which you want.” -Huna philosophy” P.94

“Leaders earn [a lot] more than followers!” p.104

“The secret to success is not to try to avoid or get rid of or shrink from your problems; the secret is to grow yourself so that you are bigger than any problem.” P.107

“If you have a big problem in your life, all that means is that you are being a small person! P.108

“If you say you are worthy, you are. If you say you’re not worthy, you’re not. Either way you will live into your story.” P.113

“For every *giver* there must be a *receiver*, and for every *receiver* there must be a *giver*.” P.116

“Money will only make you more of what you already are.” P.119

“How you do *anything* is how you do *everything*.” P.121

“There’s nothing wrong with getting a steady paycheck, unless it interferes with your ability to earn what you are worth. There’s the rub. It usually does.” P.123

“Never have a ceiling on your income.” P.125

“Rich people believe “You can have your cake and eat it too.” Middle-class people believe “Cake is too rich, so I’ll only have a little piece.” Poor people don’t believe they deserve cake, so they order a doughnut, focus on the hole, and wonder why they have “nothing.”” P.134

“The true measure of wealth is net worth, not working income.” P. 138

“Where attention goes, energy flows and results show.” P.143

“Until you show you can handle what you’ve got, you won’t get any more.” P.147



"The habit of how you manage your money is more important than the amount." P.147

"Either you control money, or it will control you." P.153

"Rich people see every dollar as a "seed" that can be planted to earn a hundred more dollars, which can then be replanted to earn a thousand more dollars." P.165

"Action is the "bridge" between the inner world and the outer world." P.167

"A true warrior can "tame the cobra of fear."" P.167

"It is not necessary to get rid of fear, in order to succeed." P.168

"If you are willing to do only what's *easy*, life will be *hard*. But if you are willing to do what's *hard*, life will be *easy*." P.169

"The only time you are actually *growing* is when you are uncomfortable." P.171

"Training and managing your own mind is the most important skill you could ever own, in terms of both happiness and success." P.174

"Rich people constantly learn and grow. Poor people think they already know." P.179

"You can be right *or* you can be rich, but you can't be both." P.180

"Every *master* was once a *disaster*." P.182

"To get paid the best, you must be the best." P.185



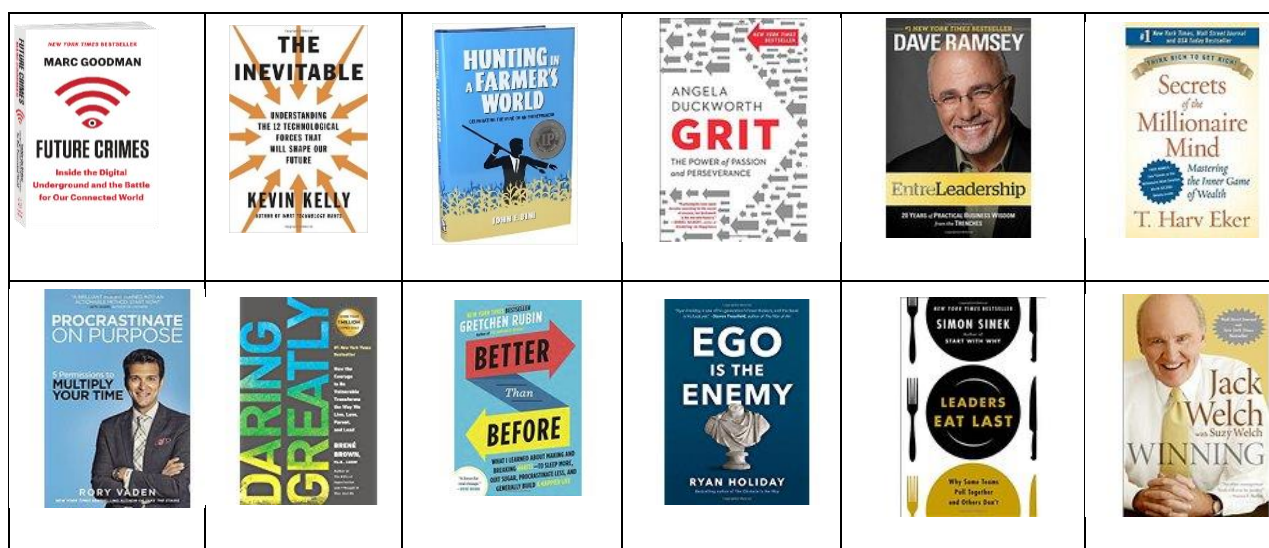
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2017 Calendar	UTSA EMBA Alumni 7:30 – 8:45	Houston – Wittigs 11:30 – 1:00	San Antonio – Wittigs 8:00 – 9:30 AM
Future Crimes	Jan 6	Jan 26	Jan 27
Then Inevitable: 12 tech forces shape future	Feb 3	Feb 23	Feb 24
Hunting in a Farmers World	Mar 3	Mar 23	Mar 24
Grit: The power of passion and perseverance	Apr 7	Apr 27	Apr 21
EntreLeadership	May 5	May 25	May 26
Secrets of the Millionaire Mind	Jun 2	Jun 22	Jun 23
Procrastinate on Purpose	Jul 7	Jul 27	Jul 28
Daring Greatly	Aug 4	Aug 24	Aug 25
Better than Before: What I learned about my bad habits	Sep 8	Sep 21	Sep 22
Ego is the Enemy	Oct 6	Oct 26	Oct 27
Leaders Eat Last	Nov 3	Nov 16	Nov 17
Winning	Dec 1	Dec 14	Dec 15



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