

DAVID OGUNNAIKE

THE
MILLIONAIRE
GENIUS

HOW TO WAKE UP THE MONEY MAGIC WITHIN YOU.



"You can make it financially, anyone can! This book will show you exactly how to unlock those hidden powers buried deep within you."

– Bob Proctor
Best-Selling Author of "You Were Born Rich"

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THE
MILLIONAIRE
GENIUS



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THE
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GENIUS

HOW TO WAKE UP THE MONEY MAGIC WITHIN YOU.

— DAVID OGUNNAIKE —



~ *Dedication* ~

This book is dedicated to all those people who dream about having more, doing more and being more.



~ *Acknowledgments* ~

I would like to acknowledge all my teachers over the years. These include Bob Proctor, Gerry Robert, Tony Robbins, Zig Ziglar, and so many more. From them I have learned that I can accomplish anything if I keep my mind looking forward and keep learning and growing. Their contributions have changed my world.

I owe huge thanks to my immediate family - my dad, Engineer O.T. Ogunnaike, my mom, Denise Manning, both my sisters and their husbands, Susanna & Jason, and Rachelle & Fred, and of course my Super Brother, Phenomenal Patrick, along with my nephews, Juwon and Ryker, and my nieces, Mikaela, Jada and Aria, for all their support over the years.

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I have to make special mention of three unique individuals who had the vision to create opportunities with companies that have allowed me to LIVE MY DREAMS, Michael Ellison for my Health, Gary Calhoun for my Wealth and Kody Bateman for my Mission. Thanks to you all, we are “Transforming Lives, One Person at a Time.”

I would also like to thank all the people at LifeSuccess Publishing for their support. Working with Kandi Miller has been simply awesome, and the creative department is superb at doing their job. The post-production support is wonderful, especially the video production work done by Andrew Hunter and his team. Erin Woodward’s management of this book, including her work with the editorial staff, has made this project a joy from start to finish.

How many times have you picked up a book just like this one and hoped it could change your life? I used to do exactly the same thing. A few short years ago I felt crushed by a mountain of debt, failed attempts at business, and an overwhelming sense of fear. I couldn’t figure out why some people seemed to make money so easily but it was still a struggle for me.

During those dark days of my life I was fortunate enough to meet some wonderful people who also happened to be millionaires. They were patient and taught me what they knew. Using my new skills, my bank account went from \$1.37 to more than \$1 million in twenty-six months! The most important thing I learned was that it’s not about the money. It’s about me.

What I will share with you here is not some big secret or scheme, or about being in any particular type of business. It’s about starting where you are, with what you have. Within the pages of this book you will learn how to:

- ◆ Dispel the demons of regret, indecision, and fear
- ◆ Set achievable goals
- ◆ Dream big (and reach those dreams!)
- ◆ Master the power of a positive attitude
- ◆ Let go of the past and start over
- ◆ Use the law of attraction

This is not a book for people who merely want more money. This is a book for those who want to transform their lives – and it can happen for you, too. Let me show you the secret of awakening your own Millionaire Genius.

~ David Ogunnaike ~

~ Foreword ~

by Bob Proctor

If you have ever wanted to have a *Millionaire Mindset*, you'll love this book. David Ogunnaike shows you how to make money, plain and simple. If you want to generate a new life for yourself, your family, your organization, your sales team, or your company, you'll love this book.

David empowers people who know very little about using the power of the mind and thinking to create the financial abundance they desire, including free time. By the end of this book you should be armed with much more than you bargained for. You will see how your conditioning has created the life you have and exactly how to change it forever. This book contains sound advice on how you can wake up the Money Magic within YOU.

One warning, though: If you are looking for a "Get Rich Quick" book, this one is probably not for you. Somehow, Super Dave (as he is often referred to) has avoided all the typical psycho-babble of books promising huge windfalls without changing your paradigms in any way. In this book you will get practical strategies that work to produce lasting changes.

I loved this book. It has a major role to play for those of us who have neither the time nor the inclination to delve into massive tomes on psychology, motivation and self-awareness.

This book gives you the bottom line on how to improve your life.

It is, indeed, a sure winner!

~ Bob Proctor ~

Bestselling Author of *You Were Born Rich*

(www.bobproctor.com)

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THE MILLIONAIRE GENIUS

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CHAPTER TWO

SUPER BELIEFS

CHAPTER TWO

SUPER BELIEFS

Who do you believe yourself to be? It may seem a ridiculous question, but do you really know? And do you have the ability to change your own beliefs about yourself and your abilities? The answer is absolutely yes. If you watch any number of medical or psychological television programs that grace the small screen these days, many of these programs focus on the issues and questions surrounding the scientific debate known as “nature versus nurture.” What the answer to this question means is, are we genetically destined to behave in certain ways, or can we consciously decide to behave differently by manipulating our environment? Researchers in the social sciences have spent a lot of time studying this question. Many of these studies involve families with adopted children; others study identical twins who were raised separately. The most important result of these studies shows that personal choices about one’s lifestyle and environment can allow him to overcome a genetic predisposition to almost anything.

Still, many people have bought into the idea that their lives are predetermined, that they don’t have much, if any, choice in how things turn out. They live with a fatalistic sense of the world, as in, “My family has never gone to college, so it’s not meant for me to either” Or, “I’ve never lived anywhere else, so I can’t move no matter how bad things are here.” This is the “it’s not my fault” attitude that is so common (and detrimental) in our world today. By not taking responsibility or control of their actions, these people continue to make poor choices that affect themselves and their children, etching a destructive behavioral cycle into society.

While this may be an oversimplification, we all can be guilty of having this attitude on occasion. We stop ourselves from dreaming too big, wanting too much, or living better than we think we should. Why? Who's to say what dream is too big or how much money is too much? Why do we actively choose to limit ourselves?

Jennifer is a graduating senior from Duke University, President of the Christian Intersarsity League, and a Mexican-American. She recalls coming face to face with her own ideas of limitations.

“My mother has always been big on education, so I always assumed I would go to college. My parents divorced when I was little, and when I got into high school I asked my dad what he thought about colleges. He told me that college was a waste for girls, and I needed to settle down and find a good man. I was devastated. Though I realize now that he spoke out of fear – since he’d never been to college and he didn’t want to see me fail – it still hurt.

“Even though I was determined to go anyway, the idea that I was expecting too much, and might ultimately fail, became lodged in my brain. When I got accepted into Duke I told my mom that I had decided to go to Texas Tech instead. It was only a couple of hours from home, and most of my friends were going there. She was shocked and upset that I chose to limit my options when one of the greatest opportunities of my life lay within my grasp. After much arguing she convinced me to spend at least one semester at Duke, and if I didn’t like it I could come home.

“Needless to say, I came to North Carolina and never looked back. I am so grateful that I didn’t let Dad’s words keep me from experiencing all the great things that I’ve been through at Duke these past four years.”

People develop their beliefs about what they can or can't accomplish from even the smallest incidents, like Jennifer experienced. Words spoken out of fear by a parent when she was just a teen could have limited her whole outlook on what she could accomplish and who she might become. Likewise, the same may be true of you. You may have family members or friends who constantly tell you to quit dreaming and focus on reality. You have to decide if you will let them limit your life. You have to decide if you will live in someone else's reality or create your own.

Each one of us must remember that it is not what we are born with or without that determines who we will become. And by the same token, you cannot blame others for your success or failure because this is the road to irresponsibility and helplessness. You can only change yourself and the way you relate to other people. This is the path to true happiness and success. Knowing that you are in complete and total control of your own destiny, no matter what happens or what others say, gives you the freedom to find your true self and determine who you will become.

Another destructive belief that many people hold onto is the "victim syndrome." This does not mean that you haven't experienced an unfortunate turn of events, but you must remember that it is not the event that determines the outcome. It is your reaction to that event. If you decide to face each difficulty with the attitude of "poor me," then that is exactly what you will get, a poor life. Viewing yourself as a victim of life rather than an active participant weakens your resolve, and it is very easy to feel trapped and remain the victim for your whole life.

MANY TIMES SOMEONE CAUGHT IN THE "POOR ME" CYCLE WILL SOUND SOMETHING LIKE THIS:

- ◆ My boss is always undermining me.
- ◆ I can't seem to catch a break.
- ◆ If there's a loser within 100 miles, I've dated him.
- ◆ My wife thinks I'm made of money.
- ◆ I can't help it if there just aren't any jobs right now.

The next time you catch yourself exhibiting “poor me” behavior, try relating your problems to people by starting every sentence with the word “I.”

Once you begin to use this technique as an excuse for your behavior, you will discover immediately how negative and destructive playing the victim really is. You will also find that you are not really a victim, in most circumstances, except in your own mind. You have the power to change if you want to.

- ◆ I choose to stay in my job though I am frustrated and unhappy.
- ◆ I allow my family to pressure me financially because I am afraid to say no.
- ◆ I choose to date people that I know I won't like because I'm afraid of commitment.
- ◆ I like people to feel sorry for me because I have it so hard.

Another destructive behavior that may be limiting your belief in yourself is that of the “excuse maker.” The excuse maker is incredibly creative when it comes to avoiding or putting off their goals. I know. I was one of these. And many times I sounded something like this:

- ◆ I'm too tired.
- ◆ I don't have enough time.
- ◆ I have too many other responsibilities.
- ◆ I'm too old.
- ◆ I'm too busy.

You name it and I made an excuse for it, until I realized that I had excused myself right out of living. Alcoholics Anonymous has a saying, “There are a million excuses for picking up a drink, but no good reason.” And it's true. Have you excused yourself from a college education? From

making more money? From finding a great relationship? Excuses abound, but real reasons are few. Take responsibility for yourself and stop making excuses.

I'M IN CHARGE

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So how do you begin to change your beliefs about yourself? The first thing to do is to stop lying to yourself. We all do it, but that doesn't help us – it just means we have lots of company. How many times have you promised yourself not to spend too much, then you went out and get a new pair of shoes or something “for the kids?” John is a good example of a reformed self-fibber.

“My wife, Sherry, and I made a pact that we would each lose twenty pounds last summer before our anniversary cruise. The first week or so I did really well. Then I found myself sneaking by the donut shop, or running by the store to pick up snacks, all the time justifying my behavior by saying it was ‘for the kids.’ Sherry, meanwhile, stuck to the plan.

“As the date of the cruise approached, I became more and more short-tempered and disgusted with myself because I was disappointed that I hadn't lost even five pounds while Sherry had already met her goal. I didn't realize how my behavior was affecting everyone in the family until one night she came to me and said she thought the cruise was a bad idea.

“I couldn't believe it. We'd planned this for almost a year, and I had let my self-deception almost ruin it. I immediately apologized, and we did go on the cruise, but it was a good lesson for me that people who lie to themselves end up angry and disgusted with their behavior, and it shows.”

SELF PERCEPTION



Have you ever gone to the carnival funhouse and looked at yourself in the mirrors? If you have then you are aware of how distorted and silly those images are. Yet many people walk around with just as distorted an image of themselves in their minds every day. They tell themselves, “I’m a loser.” “I don’t deserve this.” “I’m stupid.”

Why does this happen? Why do we let ourselves believe the worst and then perceive that to be reality? The human mind is a fabulous tool. It has amazing coping skills to allow us to exist and survive under intense and adverse circumstances. A good example of this is what happens to prisoners of war.

If held in captivity long enough, prisoners begin to perceive their world in the context of prison life only, and thoughts of escape or going back to a regular life fade far into the back of their minds. They cope with daily life, torture, and constant abuse by becoming immune to the horror of it. Eventually it becomes their new reality, and they don’t consciously think of it anymore.

This is also true to a much lesser extent in our own daily lives. If you work for a verbally abusive boss, over time the abuse seems almost normal, and your mind allows you to cope with it so you can exist in the situation. However, the effect on your sense of well being is devastated while you weren’t aware it was happening. Though external sources may affect your ideas of who you are, the worst and toughest source is yourself.

If you constantly allow your internal critic to tell you that you aren’t good enough, smart enough, or “whatever” enough, then eventually you will buy into that thought process and believe it. You will have fulfilled your own negative predictions and will be viewing the world as a distorted image through a set of negative filters.

All of us are capable of distorting the truth or missing it entirely, especially when we are dealing with a stressful situation. Just read the interviews from a group of people in the same traffic accident. They will run the gamut from horrible to no big deal. Everyone perceives and remembers things differently in each situation. The perception or memory you have may not be the truth, but if you believe and buy into it, your future reality will be affected. A company near my home recently announced that it would scale back raises to only one percent due to bad sales figures for the year. Two of my good friends work for this company, and I agreed to meet them for lunch.

Carl arrived a few minutes early with his head hanging, claiming he didn't have much of an appetite. "Can you believe them? The company president makes over two million a year; I'll bet he doesn't get a lousy one-percent raise," Carl complained. "And I know exactly why we aren't making money. All those sales people ever do is take clients out to dinner and drink, while we working stiffs pay for it." He continued his rant for a few more minutes until Matt joined us.

"Sorry, had to call my wife. I was too excited to wait." He had a huge smile on his face. "I just knew they were going to announce layoffs, and not only did they not lay anybody off, they're giving us a raise! You can't beat that."

I sat there dumbfounded for a minute trying to figure out if these guys had been at the same meeting. Obviously they had, but their perceptions of what they heard were at opposite ends of the spectrum. Carl filtered what he heard through his perception and expectation that he deserved much better. Matt filtered what he heard through a grateful heart and positive attitude. Each man chose how he reacted to the news; one was positive and upbeat, the other was negative and angry.

The problem with allowing our perceptions to go unchecked is that they soon become reality, just like the prisoner of war. There is an old saying that a lie unchallenged soon becomes the truth. And our minds will make it so. Have you allowed your perceptions to be altered so that the life you are living has become a distortion of reality? Have

you become so caught up in the struggle of everyday life with bills, kids, marriage, and work that you don't even recognize that there are opportunities all around you?

LIMITING PERCEPTIONS

One of the biggest problems with distorted perceptions is that they become, by definition, limiting. How many times have you run into people who had an unshakable faith that they would persevere? One example of this might be Donald Trump. Here's a billionaire real estate mogul who has lost everything even to the point of bankruptcy, endured two messy divorces, and has been made fun of on late night television; yet he has risen from the ashes to regain his millions, marry a beautiful woman, and score his own reality television show. He has an unshakable faith in his own ability to succeed, and it shows. But few people you meet are like this.

Most people's perceptions of themselves include a long list of "can't do's." We spend our time convincing ourselves that we aren't good enough, while people like Donald Trump spend their time convincing themselves that they are the best.

So how do we stop this madness? First you must be aware. Just as you become aware of your own bad attitudes, you must also become aware of the lies you tell yourself everyday. You may have the best of intentions, but the self-perceptions that have been ingrained since childhood can be very difficult to get rid of. You may float along, working on your attitude, trying to perceive everything in a positive light, when BAM! A stressful situation presents itself, and you react with the same old negative emotions. Rather than feeling defeated, there are three tools you can use to help get your mind back on track to a positive outlook.

1. THIS IS NOT GOING TO LAST FOREVER.

While it may seem like it at the time, no trial or tribulation lasts forever. I've never figured out why it is that when something good happens it's forgotten very quickly, yet when something bad happens it seems like it attaches itself to our brains and gets dragged around for all eternity. It does take time to get past some problems, but there is a process. It's part of who we are as humans. Give yourself over to the recovery process and get on with things. When you look back, you want to see this trial as something you endured and triumphed over, rather than a black spot of self pity in your past.

2. THIS WILL NOT DESTROY MY ENTIRE LIFE.

What do you think Martha Stewart thought when they slapped the cuffs on her wrists and dragged her off to jail? "This is it?" "My life is over?" She easily could have thought that, and she probably had moments when she did. But then she picked herself up and started again, and you can, too. No matter what the situation, losing a job, getting divorced, or the death of a loved one, the emotions you are feeling will fade over time, and you will go on with your life. There may be changes that you must deal with, but you will get through it.

3. THIS KIND OF STUFF HAPPENS TO EVERYONE.

Life is a stream of random events that affect everyone at some point. You haven't been singled out or made to suffer any more or less because of who you are or aren't. You can't take these events personally or internalize the negative emotions as something you deserve. This will only serve to bring more negative thoughts and emotions your way and compound your problems. Search for solutions, do the best you can, and move on after having learned valuable coping skills that will help you get through the next event life throws your way.

As we have already talked about, the power of another person's words on you can be extreme. As you might already have guessed, the same is true of you. Each day, you are shaping the self perception and

awareness of those around you, either in a positive or negative way. How your spouse and children react to you, as well as how your co-workers deal with you, will give you the clues you need to decide if you have a positive or negative influence on them. You should always be aware of what you say, particularly when under stress. Words can't be taken back. This brings up a very important tool that will allow you to mend relationships and accept yourself. That is forgiveness.

I know this is a simple, basic concept. But one of the best ways to rid yourself of a negative attitude is with forgiveness. This doesn't just mean forgiving those who have hurt you, which it does, but it also includes forgiving yourself.

Stop beating yourself up for past mistakes. If you were addicted to drugs or alcohol, odds are good that you hurt a lot of people. But you also hurt yourself. You have to forgive yourself to be able to move on and ask forgiveness of others.

Have you ever failed at a business venture or even declared bankruptcy like Donald Trump? Forgive yourself. Learn the harsh lessons, and do better next time. Have you just given up on another diet and thrown your hands up in frustration at your lack of will power? Forgive yourself and begin again. Have you just lit up a cigarette when you haven't smoked in months? Forgive yourself. Like the concepts of a positive attitude and the correct perception, forgiveness begins with you.

Some people find it hard to forgive themselves because they hold themselves to an unrealistically high standard. They are perfectionists. But even they can change, and so can you. If you accept that we are all human and will all make mistakes, then it becomes very natural to allow yourself to forgive. Once you have forgiven yourself, you are ready to address how your negative behavior has affected others.

Here are a few helpful hints to remember when seeking out the power of forgiveness:

- ◆ Time never runs out. No matter how many years it has been, you can always forgive and be forgiven. Even if that person is no longer living, you can still ask their forgiveness in your heart, then forgive yourself and move on.
- ◆ Not everyone will be thrilled. Some people who have known the old negative you, will be suspicious of your transformation and your request for forgiveness. That's fine. Do it anyway. You cannot control how people react to you; you can only control yourself. If they choose not to forgive, then you must be understanding and let it go.
- ◆ Don't fall into the trap of hiding painful memories or ignoring old hurts. You unconsciously carry around old grudges and emotions that weigh on you every day. They contribute to your negative internal dialogue without your even realizing it. Uncover those areas and events of your life and deal with them.

Several years ago a man in his sixties told me the story of the type of father he had been. Steve had been very harsh with his kids, correcting them for the smallest infraction and punishing them sometimes to the point of borderline abuse.

"I really didn't know any different at the time. My own father had been an alcoholic and a harsh disciplinarian. I thought that a good father made his children afraid of him and kept them in line with a belt and regular verbal tirades.

"Years later, after one of my children had been through several years of therapy, she wrote me a letter saying that she forgave me. At first I was offended; I thought I'd been a good father, and all my kids turned out to be fine people. It never occurred to me that I'd done them any harm at all.

“After months of thinking and praying about it, I realized that I needed to go to each of my children and ask for their forgiveness. It startled me that my two other children hadn’t considered themselves adversely affected at all, while the one who wrote the letter was upset and angry. I realized she hadn’t forgiven me at all, but had just sent the letter as an exercise designed by the therapist.

“I could have gotten angry and had a bad attitude about it, I suppose, but she really did me a favor. She allowed me to forgive my own father and let go of a lot of resentment that I’d had pent up all these years.”

MOVING AHEAD

Once you have let go of the past and have emptied yourself of your negative emotions, you are ready to move forward. You are ready to seek out knowledge and understanding of how people behave, and how to use that to improve your life. You are also free to develop new beliefs about yourself and your life.

“That sounds great,” you may be thinking, “but what’s to prevent the old negative emotions from showing up again when things get tough?”

There is series of steps that you will need to master that will pull you through tough times and keep you on track for a successful life. We’ll call this your “crisis kit.” We’ll start by using a real life example of how this works:

Clayton worked for eight years for a banking company. The company was bought out by a large firm, and many changes took place.

“Everyone had concerns that the new bosses would be eliminating positions as the companies were integrated, but I refused to dwell on it or let the fear get the best of me.

I continued to work hard and encourage those around me to do the same. A few weeks later I received notice that in ninety days my job would be absorbed into their existing structure, and I would be out of work. I remember driving home that day in a daze. 'How could this be happening? What would I do? How would my family survive?'

"I called my brother and best friend and poured out all the concerns I had. They were supportive and helped me see that it wasn't the end of the world. They urged me to look at it as a positive thing. Now I would have the opportunity to advance my career in a new and different way.

"After a long night of worry, I realized that they were right. I stopped telling myself that this was a disaster and decided to come up with a plan to move my career forward. I also wrote down all the things that I needed to take care of in case I didn't find a job immediately.

"Once I had a plan, I got together with my co-workers and some of our past clients and got a feel for the job prospects. Several recommended options and made suggestions that proved invaluable. Meanwhile, I continued to work hard at my job, refusing to give in to the temptation of having a short-timer's attitude and not caring.

"One of our long-time clients who knew the situation commented on how dedicated I seemed to be and asked if I'd be interested in interviewing for a new project management position that they had open. Though I'd have never thought myself qualified, at his suggestion I applied for the job. I've been working for them now for over a year and love my new responsibilities. But it would have never happened if I'd let myself feel down and defeated by the circumstances."

CRISIS KIT

By using this tool kit, you will be able to release the worry and stress swirling around you when another crisis arises. There will still be very difficult times that you must weather, and there will be occasions when it seems like all is lost. But please remember that every setback is temporary as long as you force yourself to move forward.

- ◆ When faced with a crisis, use your fear as a motivating factor and take action. While you may spend a short time trying to deal with something unexpected, don't let yourself become paralyzed.
- ◆ Support others who may be experiencing the same crisis. This may include co-workers, family, and friends. Encourage them to not dwell on the worst but to consider all the options available to them. This will not only help people you care about, it will also help you by redirecting the focus of your thoughts from yourself to those around you.
- ◆ Talk about it. Sometimes the best thing you can do is share your concerns with others. This allows you to get your feelings out and then to deal with them. Sometimes just hearing yourself voice your problems makes them seem less scary.
- ◆ Monitor your inner critic. Bad things happen. It's part of everyday life. Don't fall into the trap of taking the crisis as a personal commentary on what kind of person you are.
- ◆ Plan ahead. Make a list of all the issues you will need to deal with during and after this crisis. Search out solutions before these issues become crises in their own right. Develop a plan that will help you cope down the road.
- ◆ Ask for help. Seek out individuals whose opinions you trust and ask their advice. Many times they will be able to see the situation much clearer than you can at the moment. Some individuals you know may have gone through a similar situation and will be able to lead you in the right direction and also point out pitfalls along the way.

- ♦ Maintain a positive routine. How you respond to the crisis will be noticed by those around you. If you allow yourself to respond poorly, you may miss opportunities that you would have had if your response had been positive and upbeat.

YOUR ONE MOTIVATING DESIRE

In order to have a successful life you need to determine what the single most motivating factor in your life is. This is the one thing that you will move heaven and earth to achieve.

It may be a single mom's wish to provide a great life for her kids. It may be a young man's dream to never have to worry about money again. It may be your dream of proving yourself in business. What is the single most motivating factor in your life?

Notice that I said "factor," I did not say goal. Though they may look very similar, goals are very specific steps on the path of success. Goals are concrete and defined, so there is no question when you reach them. Motivating factors are warm and fuzzy. They are the feelings you associate with success. They are the emotions that carry you through the tough times. They are the beliefs and desires you have for your future.

Think about the famous Charles Dickens' novel *A Christmas Carol*. This is one of my favorite novels because the motivations of the characters are very clear. One thing I find interesting is the character Bob Cratchet, the jovial father of a crippled son. Day after day he goes to work with a smile on his face and a spring in his step, even though the man he works for is too stingy to give him sufficient coal in his office fireplace to keep warm. So why does Tiny Tim's father work for a man as odious as Ebenezer Scrooge? Cratchet loves his family, and in order to provide for them he will do anything, including work for Scrooge. How many of you have worked for a boss who was almost as oppressive and difficult as Scrooge? Why?

The idea of a single motivating factor is a basic human trait. Most of us already have it deep inside of ourselves; we just need to expose that desire and then take steps to help us accomplish it. These steps are our goals. Once you define what your single motivating factor is, then you need to be able to motivate yourself on a daily basis. Some techniques you may use for self motivation include the following:

- 1. Positive Physical Appearance:** You know how you feel when you look like a million bucks. Even if you are having a down day, by merely dressing up more than normal you already feel better about yourself. If you add to that a good posture and a smile you will convince everyone, including yourself, that things are moving in a positive direction.
- 2. Positive Memories:** Sometimes just remembering positive events and interactions will help keep you motivated and moving toward your goals. Looking back on how far you've come and what you have accomplished will spur you on to bigger and better things.
- 3. Positive People:** Spending time around other positive, upbeat people will improve your whole outlook. Make it a point to regularly spend time with people who are positive and are willing to laugh. Laughter has a soothing and healing effect on each person's heart. I know if I spend just a few minutes laughing with a friend or co-worker, the stress and trials of the day seem much lighter, and I am more willing to tackle the challenges.
- 4. Believe in yourself:** Write down the positive actions and attributes you have exhibited on a weekly basis. Not only does this motivate you to keep the positive juices flowing for the next week, it can also be used as a stop-gap measure to identify if you have slipped back into a negative frame of mind. By reinforcing positive images and focusing on your good qualities you can build a well of resilience within yourself, allowing you to perform under even more stress. Acknowledging your

strengths convinces you that you have strength to spare, and you do. The single most limiting thing that anyone ever does is to tell him/herself, “I can’t.”

5. Exercise and Sleep: Take care of yourself. It is very difficult to stay positive and motivated if you are tired and dragging. This may require some schedule rearranging and shuffling, but if it does then do it. People today lead jam-packed lives, allowing every minute of every day to be stolen away. This leaves no time for you. You are your own most valuable asset, so it is not in your best interest to allow yourself to become run down or sick. Don’t be afraid to say “no” to one more meeting, one more volunteer event, or one more family function. Take some time for you.

“Desire is the key to motivation, but it’s determination and commitment to an unrelenting pursuit of your goal – a commitment to excellence – that will enable you to attain the success you seek.”

~ Mario Andretti ~

~ *Notes* ~

ABOUT DAVID OGUNNAIKE

David Ogunnaike is founder of “THE ONE DREAM TEAM” in Toronto, Canada, the fastest growing personal development networking team in North America.

David Ogunnaike is considered to be one of North America’s most exciting presenters. He has worked with and shared the stage with some of the top authors and speakers in the world including: Bob Proctor, Robert Kiyosaki, Robert Allen, Dexter Yager and Gerry Robert.



David’s high-energy, ‘cut-to-the-chase’ style keeps his audience spellbound. He teaches using unique techniques and high involvement so that participants learn faster, remember more and achieve maximum results. The change in people is long lasting and immediate.

David Ogunnaike’s motto is “talk is cheap” and his unique ability is getting people to take “action” in the real world to produce real success.

Over 100,000 participants have attended David Ogunnaike seminars. He has Transformed people’s lives!

Want More Income?



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Partial proceeds from all book sales will go to support charities that support the mission and purpose of The One Dream Team....

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If you would like to make additional contributions, please contact **dave@davarana.org**.

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***Smiling faces are the best gratitude.
Thank you for making a difference.***

– Super Dave