

A Three Step Formula for Achievement

How do people achieve what they want? The standard answer to this question can be broken down into three basic steps.

1. First you have to have something (money, time, education, connections, etc.).
2. Then you have to do something (go to work, build a business, go on a date, etc.).
3. Finally, you'll be something (employed, wealthy, married, etc.).

So the process might look like this: I have to first **have** the time to **go out on a date** so I can meet someone and **finally fall in love**.

Using this approach, you first have something, and then do something in order to be something. There is, however, a more effective way of achieving what you want and that is to switch numbers 3 and 1.

The better approach is to first BE something, then DO something so you can HAVE something. Confused? That's ok because this idea goes completely against what you learned growing up. So let me explain it in more depth.

You were probably taught (like just about everyone else) that your circumstances determine your state of being. For instance, you would say that because you have \$50 million you are wealthy or because things went well for you today, you're in a good mood.

There's a different and fascinating way of viewing state of being, though. A state of being is really a mindset; just like being happy is based on whether or not you are pleased with what is happening. Wealth, love, confidence, and every other state of being has its foundation in your mindset.

What you have been doing all your life is using your circumstances to give you permission to think and feel a certain way. When the day was going well, you allowed yourself to feel good. When you had a surplus of money, you allowed yourself to feel prosperous. When you had a romantic relationship, you allowed yourself to feel in love.

The point I want you to understand, though, is that you could have been in each of those states without the circumstances. Maybe the best way to illustrate this is by looking at very wealthy people.

The very wealthy have something known as wealth consciousness. This means they see themselves as being wealthy, whether they have lots of money or not. It is actually this state of mind that allows people like Donald Trump to lose every dime in a bad business deal and be a millionaire again within a year or so. Because wealthy people truly view themselves as **being** wealthy, they can't help but bring about that circumstance.

So in the formula for wealth consciousness (which can be applied to anything else), we see people BEING wealthy in their mind, DOING things that will bring them lots of money and then HAVING wealth.

The most difficult part of this process seems to be figuring out how to be something when you don't yet have it. The best way I know is to ask and answer a simple question:

“How would a _____ (wealthy, happy, successful, confident, married, etc.) person be?”

So let's use wealth as our example. How would a wealthy person be? What would this person do? How would he or she feel?

Very often, people get stuck on the idea of spending money. It's almost as if the standard view of a rich person is that he or she does nothing all day but spend money...but that isn't true. Wealthy people feel confident that when they walk into a store or a car dealership, anything they lay their eyes on can be theirs. A wealthy person doesn't worry about bills or debts. A wealthy person feels generous and thinks nothing of handing money to someone who needs it. Everything I just mentioned is....*a mindset*. I didn't talk about buying a yacht or touring Europe or picking out a different car for every day of the week. Those things can come later but, right now, focus on how you think and feel throughout the day (don't forget EFT for breaking through resistance to ideas that don't feel true).

Play around with this exercise and get into the spirit of it. It can be lots of fun to pretend you're rich (or anything else) and don't be the "responsible adult" and keep telling yourself that it's just pretend. Remember, your brain can't tell the difference between what's real and what's strongly imagined!