



# Office Hours



# Welcome to Office Hours

- A relaxed, informal mentoring program
- Held every Monday at Noon Pacific Time
- All recordings and slides will be archived in our member's area
- All recordings are available on my YouTube channel



# The Reasons

- Being a successful small business owner can be a great experience!
- But it's tough - you need Education, Training, Tools, and Team to be successful
- I want you to get to know me



# The Reasons

- First and most importantly, I **care** about you.
- I want you to **succeed** in every area of your life, whatever that means to you.
- I want you to find the **greatness**, the **happiness**, the **divinity** within yourself, and then **remember** it, **embrace** it, and **live** it every day.



# My Vision...

... To help millions of CEOs and Entrepreneurs accelerate their business growth and enjoy greater harmony and balance in their lives



# Agenda

- In depth discussion of a business success principle
- Closing remarks, special offers, and invitation for next weeks session
- Open Q&A



# Join Us!

- Facebook Brilliant Business Group
- <https://www.facebook.com/groups/BrilliantBusiness/>
- Make comments, ask questions, share insights and “takeaways”
- “Like” my business page on Facebook
- I am Posting Energy of the Day and Business Lesson of the Day to the group



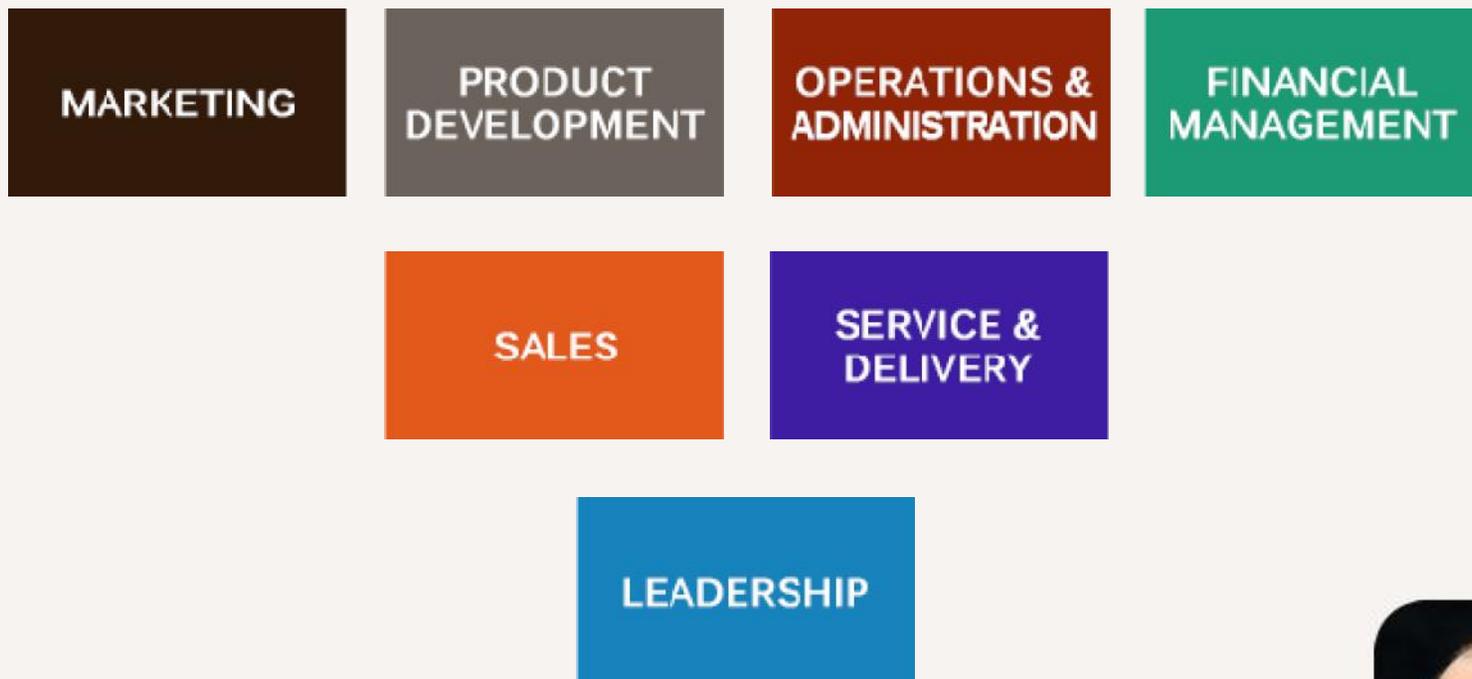
# Today's Topic:

## Envision, Plan, Act... and Grow Rich!

Inspired by “Think and Grow Rich”  
By Napoleon Hill



# The Key Performance Areas



# The Key Performance Areas



# Agenda

- Overview of Think and Grow Rich
- The Fundamentals of Success
- Goal Achievement
- The Bottom Line



# Think and Grow Rich

- Published in 1937 as the nation was still recovering from our greatest depression
- The outcome of a research project sponsored by Andrew Carnegie
- Synthesizes the best advice from dozens of titans of industry, including Carnegie, Edison, Wrigley, Darrow, Eastman, Roosevelt, Schwab, Rockefeller, Bell, and many others.



# Fundamentals of Success

- Your Attitude is the Most Critical Component of Your Success
- Attitudes are Controllable
- You Can't Do It Alone
- There's Something Magic Going On!



# The Five “C’s” of Success

- **Connect** with your Passion,  
**Control** your Thoughts,  
**Condition** your Subconscious,  
**Collaborate** with Great People,  
**Create** and Execute Good Plans, ...  
and You Can Have the Success You Want!



# It Was Said Before...

- "The soul is dyed the color of its thoughts. Think only on those things that are in line with your principles and can bear the light of day. The content of your character is your choice. Day by day, what you do is who you become."

Heraclitus

?535-475 BC, Greek Philosopher



# Other Messengers

- Orison Swett Marden (*Success Magazine, 1897*)
- William James (*the Father of Psychology, 1900*)
- James Allen (*As a Man Thinketh, 1910*)
- Florence Scovel Schinn (*The Game of Life and How to Play It, 1925*)
- Those that followed: Norman Vincent Peale, Zig Ziglar, Tony Robbins, Brian Tracey, Jim Rohn, Bob Proctor, Les Brown



# Chapters

1. Thoughts are Things
2. Desire
3. Faith
4. Autosuggestion
5. Specialized Knowledge
6. Imagination
7. Organized Planning
8. Decision
9. Persistence
10. Power of the Master Mind
11. The Mystery of Sex Transmutation
12. The Subconscious Mind
13. The Brain
14. The Sixth Sense
15. The Six Ghosts of Fear

# Concept 1: Your Attitude is the Most Critical Component of Your Success

2. Desire

3. Faith

6. Imagination

8. Decision

9. Persistence

15. The Six Ghosts of Fear



# Desire

- The starting point of all achievement, the first step towards success
- “Through some strange and powerful principle of “mental chemistry” which she has never divulged, Nature wraps up in the impulse of strong desire “that something” which recognizes no such word as impossible, and accepts no reality as failure.”



# Desire

- Other authors talk about how Vision and Passion combine to make Desire
  - Desire = Vision \* Passion
- Do you have a burning desire? Do you have a crystal clear vision of the future that inspires you to greatness?



# Faith

- “Faith is the eternal elixir which gives life, power, and action to the impulse of thought”
- “Faith removes limitations!”



# Faith

- Other authors talk about Optimism, Hope, Belief in the Possibility, the Power of Positive Thinking
- Do you believe in your success? Do you deserve to be successful? Does your self-image and your faith support your Desire?



# Imagination

- “The imagination is literally the workshop wherein are fashioned all plans created by man.”
- “Ideas are the beginning points of all fortunes.”



# Imagination

- “The moment you reduce the statement of desire, and a plan for its realization, to writing, you have actually taken the first in a series of steps which will enable you to convert the thought into its physical counterpart.”
- Are you using the power of your imagination to create plans that lead to the success you want? Can you see the path ahead? Are you walking it?



# Decision

- “The world has a habit of making room for the man whose words and actions show that he knows where he is going.”



# Decision

- “Analysis of several hundred people who had accumulated fortunes well beyond the million-dollar mark disclosed the fact that *every one of them* had the habit of reaching decisions promptly, and of changing these decisions slowly, if, and when they were changed.”



# Decision

- “People who fail to accumulate money, without exception, have the habit of reaching decisions, if at all, very slowly, and of changing these decisions quickly and often.”
- How decisive are you? Is your indecision a sign of lack of desire? Lack of a plan? Lack of energy?



# Persistence

- “Persistence is an essential factor in the procedure of transmuting desire into its monetary equivalent. The basis of persistence is the power of will. Willpower and desire, when properly combined, make an irresistible pair.”



# Persistence

- “The starting point of all achievements is desire...If you find yourself lacking in persistence, this weakness may be remedied by building a stronger fire under your desires.”
- How persistent and determined are you?  
How hard are you working?



# The Six Ghosts of Fear

- The Six Basic Fears: Poverty, Criticism, Ill Health, Loss of Love, Old Age, Death
- “Thought impulses of fear and poverty cannot be translated into courage and financial gain”
- “Fears are nothing more than states of mind”



# The Six Ghosts of Fear

- “The major reason why I wrote this book on how to get money is that millions of men and women are paralyzed by the fear of poverty.”
- What scares you? What fears have you overcome? What fears are holding you back?



# Concept 1: Your Attitude is the Most Critical Component of Your Success

2. Desire

3. Faith

6. Imagination

8. Decision

9. Persistence

15. The Six Ghosts of Fear



# Concept 2: Attitudes are Controllable!

- 12. The Subconscious Mind
- 4. Autosuggestion



# The Subconscious Mind

- Your Subconscious Mind is really who you are.
- Your attitudes, your personality, and your success, are dependent on what goes on inside your head.
- A very large part of our behavior and communication occurs subconsciously



# The Subconscious Mind

- “Thought impulses, both negative and positive, are reaching your subconscious mind continuously.”
- “You may voluntarily plant in your subconscious mind, any plan, thought, or purpose which you desire to translate into its physical or monetary equivalent.”



# Autosuggestion

- “Man may become master of himself, and of his environment, because he has the power to influence his own subconscious mind”
- “Autosuggestion is the agency of control through which an individual may voluntarily feed his or her subconscious mind on thoughts of a creative nature, or, by neglect, permit thoughts of a destructive nature to find their way into the rich garden of the mind”



# The Subconscious Mind

- “Shut off the flow of negative impulses... and voluntarily influence your subconscious mind through positive impulses of desire... When you achieve this, you will possess the key which unlocks the door to your subconscious mind.
- You will control that door so completely that no undesirable thought may influence your subconscious mind.”



# Autosuggestion

- “Any impulse of thought which is repeatedly passed to the subconscious mind is, finally, accepted and acted upon by the subconscious mind, which proceeds to translate that impulse to its physical equivalent, by the most practical means available.”



# Autosuggestion

- What are you doing, every day, to condition your subconscious? Are you listening to recordings or focusing on your personal affirmations? Do you have a picture of your realized vision that inspires you?



# It Only Takes a Minute to Change Your Life!



# Concept 3: Don't Go It Alone!

- 5. Specialized Knowledge
- 7. Organized Planning
- 10. The Concept of the Master Mind



# Specialized Knowledge

- “No individual has sufficient experience, education, native ability, and knowledge to insure the accumulation of a great fortune without the cooperation of other people.”
- For business leaders, Hill didn't value personal education very much. He valued their ability to find, organize, and use the knowledge that other's have.

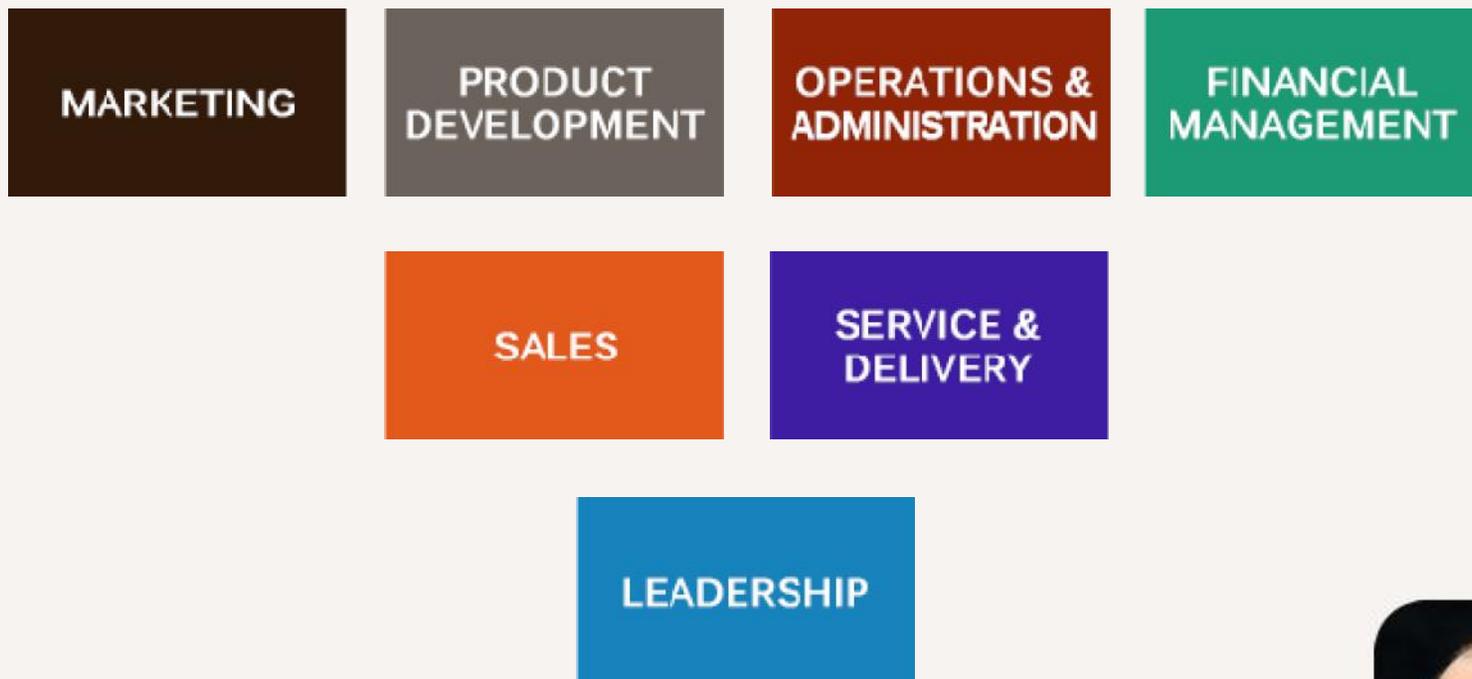


# Specialized Knowledge

- “Any man is educated who knows where to get knowledge when he needs it, and how to organize that knowledge into definite plans of action.”



# Specialized Knowledge



# Specialized Knowledge

- What specialized knowledge do you need to further your success? Do you know where to get it?



# Organized Planning – The Concept of the Master Mind

- “Your achievement can be no greater than your plans are sound.”
- The “Master Mind” may be defined as: “Coordination of knowledge and effort, in a spirit of harmony, between two or more people, for the attainment of a definite purpose.”



# Master Mind Advantages

- Economic: Advice, counsel, and cooperation of others lending wholehearted aid, in a spirit of perfect harmony
- Psychic: “No two minds may come together without thereby creating a third, invisible intangible force which may be likened to a third mind”



# Master Minding

- With whom do you collaborate? Who is encouraging and supporting you? With whom do you brainstorm and talk over decisions?



# Concept 4: There's Something Magic Going On!

1. Thoughts are Things
10. The Power of the Master Mind
12. The Subconscious Mind
13. The Brain
14. The Sixth Sense



# Concept 4: There's Something Magic Going On!

- “... an intangible impulse of thought can be transmuted into material rewards”
- “The subconscious mind is the connecting link between the finite mind of man and Infinite Intelligence”
- He believed in the “invisible counselor”, Infinite Intelligence, the sixth sense, and guardian angels.



# Concept 4: There's Something Magic Going On!

- He believed that Faith was justified, and that Inspiration was a frequent gift.
- What do you believe?



# The Fundamentals

- Your Attitude is the Most Critical Component of Your Success
- Attitudes are Controllable
- You Can't Do It Alone
- There's Something Magic Going On!



# Hill on the Power of Goals

(As paraphrased by Bill Harris)

- A number of things happen as soon as you become clear about a goal:
- It causes you to develop self-reliance, personal initiative, imagination, enthusiasm, self-discipline, and concentration of effort.
- It encourages you to specialize, and attracts to you the specialized knowledge you need to achieve your purpose.



# Hill on the Power of Goals

- It induces you to budget your time and money and plan your daily affairs so as to lead to the attainment of your goals.
- It makes your mind more alert to opportunities related to your purpose and gives you the courage to act upon these opportunities when they appear.



# Hill on the Power of Goals

- It develops the capacity to reach decisions quickly and firmly.
- And it inspires the cooperation of others and attracts their favorable attention.



# The Bottom Line

- Find and Connect with Your Passion!
- Clearly define and express your goals and focus on them every day
- Work every day to train your subconscious mind so that you develop the attitudes, self-image, and perspectives that make you happy, healthy, and powerful



# The Bottom Line

- Find the joy and the magic of working with others. Achieve greatness through the brilliance and efforts of others
- Being rich is about having a lot of what matters most to you. It's about achieving success, whatever success means to you.



# The Bottom Line

- The Five “C’s” of Success
- **Connect** with your Passion,  
**Control** your Thoughts,  
**Condition** your Subconscious,  
**Collaborate** with Great People,  
**Create** and Execute Good Plans, ...  
and You Can Have the Success You Want!



# It Only Takes a Minute to Change Your Life!



# Agenda

- Overview of Think and Grow Rich
- The Fundamentals of Success
- Goal Achievement
- The Bottom Line



# Homework / Exercises

- Get Think and Grow Rich and read it for yourself
- Find and Connect with Your Passion!
- Clearly define and express your goals and focus on them every day
- Work every day to train your subconscious mind so that you develop the attitudes, self-image, and perspectives that make you happy, healthy, and powerful



# Homework / Exercises

- Find the joy and the magic of working with others. Achieve greatness through the brilliance and efforts of others
- Being rich is about having a lot of what matters most to you. It's about achieving success, whatever success means to you.
- Get coaching and support to accelerate your growth and progress



# Open Q & A – in a minute

- Comments and questions on the topic of the day
- Any other issues
- Tell me what your biggest “take-aways” are and what insights you gained from this presentation
- Tell me what you are going to focus on



# My Distinctions

- I focus on the “**whole person**”
- I don’t want a lot of your money. I just want you to get the support you **want**, **need**, can **use**, and can **afford**
- I want you to **learn to swim** before you jump into the deep end
- I believe that Belief and Persistence are necessary, but not sufficient – you also need a **viable business model** and **a lot of support**



# Our Support Services

- Education
- Training
- Consulting
- Coaching
- Growth Management
  - A “Do it With You” service!



# Our Support Services

Service	Teach You	Do It With You	Do it For You
Education	X		
Training	X		
Coaching	X		
Advising / Mentoring	X	X	
Consulting		X	X
Growth Management		X	X



# Sign up for our Business Growth Acceleration Kit

- [www.PaulHoyt.com/CEOBonus](http://www.PaulHoyt.com/CEOBonus)
- “Five Choices of Winning CEOs”
- Article on “10 Things You Should Know about Raising Capital”
- Samples of inspirational works
- Free Business Clarity Session
- Surprise bonuses
- The value is enormous!



# Purchase My CEO Training Program

- [www.BeyondBusinessSurvival.com](http://www.BeyondBusinessSurvival.com)
- “What You Need to Know When You’re the CEO!”
- “This program is worth at list 20 times more than the current price. I finally understood what I need to do to succeed.”



Nick Catricala



# Next Office Hours: Dec. 1st

- Topic is: **TBD**
- Let me know what topics you would like for me to address: [www.PaulsSurvey.com](http://www.PaulsSurvey.com)
- Do your homework!



# Open Q & A

- Comments & questions on the topic of the day
- Any other issues
- Your take-aways and insights
- Survey: [www.PaulsSurvey.com](http://www.PaulsSurvey.com)

Contact Me at [paul@paulhoyt.com](mailto:paul@paulhoyt.com)

call or text: 415.997.8001

[www.SchedulePaul.com](http://www.SchedulePaul.com)





# Office Hours

