

The Investor's Mindset

It's critical that you know in your guts that you can make money. As T. Harv Eker says in his book, *Secrets of the Millionaire Mind*, "think rich to get rich." These are wise words.

Many people I have worked with over the years have not been successful in making money because their belief systems don't allow them to be successful. They constantly reinforce their own poverty by saying to themselves things like: they don't deserve to make money, that only unscrupulous people make a lot of money, that they are too dumb to figure out the money game, it takes money to make money, etc. They resent wealthy people and equate wealth with "bad things."

Quite simply, if you have these sorts of messages running around in your head, you have got to address them. According to Tony Robbins, a peak performance coach for over 20 years, 80% of your success is a result of your beliefs and 20% is attributable to the mechanics of investing. Just imagine how much more impact you could have on your life if you focused your efforts on wealth and abundance.

You must focus on what you want, not on what you don't want. What need more of is the sense of resourcefulness in yourself.

Start now! Think about what you're grateful for. Sit down, get out a sheet of paper, and start writing, "I am so happy and grateful now that..." List out the things you are grateful for. Include things like your health, your loved ones, the amazing experiences you've had in your life. Look at how rich your life truly is. Keep this list in front of you and look at it every day.

You can make a list of declarations about wealth and abundance for yourself. Tape them to your bathroom mirror and say them every day. Or record them as an mp3 and listen to them sometime each day. Some examples:

- I feel wealthy and prosperous no matter what life hands me
- I commit to creating value to others
- I was born abundant
- I deserve to be rich

Have a Target

Wealthy people have financial goals. They determine how much money they want to have and then work to fulfill their goal.

It really is true that you can't get something that you don't define.

It's not enough to say that you want to be rich. You must write down how much money you want to make and set a reasonable time with which to make that money.

Delaying Gratification

Wealthy people focus on setting aside money for investing first and spending second. This is probably the most significant action you can take for yourself after setting your target. Pay yourself first. Oh, and for those of you who are screaming, "I don't have any money to pay myself with," start with a dollar and increase your payment to yourself when you can.

Have a Plan

Wealthy people create a plan to reach their target. This plan specifies the target, the time table, the risks and the strategies one will take to reach the target.

Applying Discipline

Wealthy people know that the adage "Rome wasn't built in a day" applies to investing. Once you begin investing, you must allow your investments to grow over a period of years.

Wealthy people also use the power of review to make sure their investment strategies stay on track. You must review your investments every year and make sure that they still meet the criteria of your strategy.