



Here's Your Daily HotSheet!

Show # 101--Jim Britt - February 2, 2009

Tips From Jim:

1. If you've got an idea or a business or something you want to start, there's always a way to do it. No excuses!
2. When someone starts to get negative, remember what I told one of my nay-sayers--I looked at him and said, "So what does your failure have to do with my success?"
3. Decide that you're going to **stay above it and set a direction that you're going**. Have something that you're going for because if you don't, you'll sink into all the stuff that's going on and become part of that stuff. It's going to take you nowhere.

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More on *Do This. Get Rich!* for Entrepreneurs

Owning your own business means being your own boss. Your future is in your hands, and not some corporate honcho who's more concerned about his golden parachute than lowly worker bees like you.

Many people know Jim as a highly successful network marketer. What you may not know is that Jim has successfully built several other multi-million dollar companies. This book explains how Jim went from flat broke to earning over \$1,000,000 dollars in less than two years by quitting his \$1.67/hour job as a factory worker and going into business for himself.

The title of this book speaks for itself and is the promise Jim makes to the reader: *Do This. Get Rich!*. Follow Jim's guidelines and you will succeed as an entrepreneur. Period! You won't get rich doing exactly what Jim did, so there are no hard and fast rules. Rather, this book contains a compass and a very detailed map. Follow this map and you will AUTOMATICALLY make right choice after right choice.

Read *Do This. Get Rich!* and you'll learn how to finally stamp out financial lack. It is your guide to financial freedom. Read this book if you want more out of life... more success in your business... more money on the table... and the mental toughness and skills necessary to acquire money with greater ease.

This is more than a book. It's a life-altering experience!

Order *Do This. Get Rich! for Entrepreneurs* and you will receive the following bonuses that are valued at over \$2,800—starting with:

2 Tickets to the famous 3-day Millionaire Mind Intensive training—a \$2,500 value!

Now, more than ever before, having the right mindset and tools is key to financial success. While the markets continue to be volatile, many people are rubbing their hands together with anticipation and excitement at the opportunities available to them.

If you're prepared for difficult economic times, and have the right tools, there is no reason to worry about your financial future. You can create your own micro-economy, and a thriving economy.

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Millionaire Mind in Turbulent Times

In response to the growing fear of so many, T. Harv Eker has modified the *Millionaire Mind Intensive* to include a segment focused specifically on how to be successful in today's economy.

At the *Millionaire Mind in Turbulent Times* you'll learn how to:

- ❑ Create your own personal economy that thrives at all times
- ❑ Focus on making a fortune while others are focused on fear
- ❑ Learn what to do and which strategies to use right now
- ❑ See how the worse it gets, the better you can do, now and in the future.

If you want more out of life... more wealth, more happiness, more fun...the answer is simple; change your mindset, and change it quick!

And You Get Even MORE Bonuses!

- ❑ **Free streaming audio *Internet Marketing Course* by Stephen Pierce.** Why do so many aspiring and hopeful Internet marketers succeed while others give up? Stephen Pierce is one that didn't give up. With twelve years of experience Stephen is one of the most highly respected Internet marketers today. In this supplement to Do This. Get Rich! Stephen shares "Secrets of Creating Wealth" on the internet. This eight CD audio course isn't the typical how-to guide. Rather, it's a step by step account of how he managed to raise himself from being an utter financial failure to earning millions of dollars each year on the internet. **VALUE: \$99.00**
- ❑ **Free streaming audio, *THE EDGE, The Power to Change Your Life Now* By Anthony Robbins.** Get the tools that have helped millions of people around the world transform their lives. Whether you want to start a business, shed those extra pounds, master your finances once and for all, or rekindle the intimacy and passion in your life, THE EDGE program will support you on your personal journey toward fulfillment. **VALUE: \$29.00**
- ❑ **Free access to *Trump Way To Wealth* online audio course, by Donald Trump.** As the founder and chairman of Trump University, Mr. Trump is passionately committed to sharing his knowledge with you and others like you. "You will succeed" is his oft-repeated promise to Trump U participants. Trump Way To Wealth is your opportunity to learn from a great business leader. Donald Trump and his hand-picked team of business experts show you the secrets to building wealth in seven audio classes. **VALUE: \$99.00**
- ❑ **FREE valuable bonus report from the best-selling book *Success Principles, Your 30-day journey from where you are to where you want to be*, by Jack Canfield, author of the *Chicken Soup for the Soul* series.** If you're ready to jump-start your life, make more money, and have more

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fun and joy in all that you do, claim your report and find out how. This program is loaded with powerful advice on how to take action in your life and create tremendous success for yourself, and for those around you. The power of life changes happens when you open your mind to possibilities. Jack's report will reveal to you how to make powerful life change sooner rather than later!

VALUE: \$19.00

- ❑ **TWO FREE CD downloads, *How to Solve a Problem When You Don't Know What to do*, by Brian Klemmer.** Learn a concrete problem solving formula you can use whenever you don't know what to do. This success formula has been used by Olympic athletes, top business executives, and ordinary people with documented extraordinary results. "Being Solution Oriented in a Sometimes Negative World." By Brian Klemmer. Learn how to eat problems for lunch without draining your energy. Four questions to ask yourself and others that reveal in advance whether the problem will get solved. This CD provides an invaluable tool for coaching people to results whether you are a manager, parent, or lead a team in a home based business. You'll get your money's worth in laughter alone. **VALUE: \$30.00**
- ❑ **FREE e-book, *People First* by bestselling author Jack Lannom.** You'll also receive a 1-hour download on *People First Leadership*. This program is a must for those who want to develop world class leadership abilities and people skills. *People First* gives massive illumination for every person who truly wants to make a difference in people's lives. It is a transformational 5-step philosophy told that will equip you with little known secrets for achieving world class leadership. **VALUE: \$99.00**
- ❑ **Receive a FREE *Motivational Quote of the Day* subscription from Nightingale-Conant.** Successful individuals have always found inspiration in the words of others. Enhance your success with some of the most brilliant, motivating insights ever expressed ... delivered right to your inbox, each and every day! For over 45 years, Nightingale-Conant has been bringing people the information, skills, and motivation they need to create the life of their dreams. Take advantage of this FREE subscription offer and start each day with a fresh mindset for success! **VALUE: \$19.00**

Here's What People Are Saying about "Do This. Get Rich! For Entrepreneurs":

- ❑ "Jim Britt's insights into the psychology of wealth will give you the focus, clarity, and purpose to refine your financial plan and make the right choices for your business, your finances, and your life."
Anthony Robbins, author of *Awaken the Giant Within* and *Unlimited Power*.
- ❑ "They say that success leaves clues. After reading this book you'll know what those clues are and how to use them. You will want to keep it near you for quick reference. You will likely want to read it again and again on your way to success."
Harv Eker, author of the New York Times bestseller *Secrets of the Millionaire Mind*.

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- "You can choose your own destiny or take what life gives you. Jim Britt offers 'hands on' strategies with penetrating clarity that will show you how to take control of your own financial destiny and reach your most ambitious goals."
Jay Conrad Levinson, author of the bestselling *Guerrilla Marketing* series of books.
- "My income has doubled, and it continues to go up. I've been struggling with money issues all my life and I feel they are now gone, thanks to you and your program."
M. Lind, Toronto.
- "I GOT IT! I've used the tools you gave us and they have transformed my life in a big way. My relationship healed! My business is off and running! And so much more! Thank you sooo much!" "
J. Jones, Charlottesville, NC
- "Jim, your book, 'Do This Get Rich' has really taught me that it is possible to live a life without limits. Now I carry it with me wherever I go and reference it whenever I find that old limited mind-set trying to creep back in. So Jim, if you read this thank you. Thank you from the bottom of my heart!"
S. Johnson, Chicago
- "When you told me about the results your training would produce, I was somewhat skeptical. I couldn't believe the response from my people to your seminar at corporate headquarters. What a program! The results have been tremendous!"
Patrick Rettew, Senior VP at ThemeWare, Inc.
- "This book is designed for the person who has made the decision to become wealthy and is ready to follow through with that commitment."
Rudy Shur - Publisher

I want you to succeed in your business... and the very fact that you're reading this tells me that you know how to make sound business decisions that will help you become massively profitable!

My book is immensely powerful. I know it works. But you've got to ACT on the guidelines and strategies laid out in the book if you want to see positive results!

The sad truth, however, is that most people read the book once and nothing changes...

That's why I created a separate 12-CD audio set.

I want you to have BOTH, and I'm willing to GIVE you the book to make this happen. You STILL get all the bonus items listed for the book... and you STILL get my 100% guarantee. Return the book and CD set for ANY reason, and you'll get a complete refund (minus shipping), no questions asked.

I want you to have both the 12-CD set and the book for two very important reasons:

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- First, the CD set expands on the ideas and principles in my book, giving you FAR MORE content and detail for each of the 12 guidelines to success.
- Second, REPETITION is the key to successfully adopting new behaviors and attitudes.

You simply can't "wish" your way to making \$1,000,000 if you've never made more than \$4,000 in a given month. Your mindset won't allow the leap. Your subconscious mind simply can't be lied to!

So the way to succeed is to REPEAT success. Start with repeatedly listening to my success principles and guidelines, and then follow these with successful actions.

For example, I became a highly successful public speaker and trainer through repetition. I earned millions in sales by repeating what worked and learning from what didn't. I simply kept at it, reinforcing success in my subconscious mind until that's ALL I could do.

And nearly every day I listen to a recording of one of my favorite authors, motivational speakers, or trainers... repeating each program several times until the principles and concepts are firmly implanted in my subconscious!

Repetition is THE key to success!

You will think in new ways and you will ACT in new ways... **bolder, with more confidence, and with the CERTAINTY that you will succeed.**

Listen to every CD several times...

I encourage you to download each of the 12 CD's to your MP3 player, or keep them in your car. Listen to them while you're at the gym, on a long walk, or driving to and from work.

It's what I do, and it's what ever successful entrepreneur does! We use every moment to better ourselves – learning a new language, improving our attitudes, or learning new concepts and ideas that will help us to live the lives of our dreams.

How to Live Your Dream...

I've earned millions of dollars as an entrepreneur. You're very likely smarter and better educated than me.

***An American Success Story:** Jim Britt, a high school dropout, set out to make his fortune as an entrepreneur. Once he did, he wanted to share his secrets of success with others. So Jim began to lecture. To date, his popular seminars have attracted over one million attendees. He has been a peak performance trainer and success coach to more than 300 companies worldwide. Jim Britt is also the man who gave Tony Robbins his*

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first real job... a job that would inspire him to go out on his own and gain the financial freedom Jim promised. Everything that Tony Robbins learned from Jim and everything that Jim teaches is in this powerhouse of a book.

And yet, I have made millions of dollars... have started numerous successful businesses... and have coached, trained, or spoken to well over a million people worldwide. My book and 12-CD set, *Do This. Get Rich! for Entrepreneurs* is a brain-dump of the 12 key principles I and my colleagues have used time after time to be successful.

Every single person to whom I've taught my methods and ideas has gone on to huge success. This is your guidance system. Follow my guidelines, and you will succeed as an entrepreneur.

I've put the wisdom of some of the world's greatest entrepreneurs into my book. Wisdom like this...

"The important thing is not being afraid to take a chance. Remember, the greatest failure is to not try. Once you find something you love to do, be the best at doing it." - Debbi Fields, founder of Mrs. Fields Cookies

Yes, you know all about Mrs. Fields. I remember buying a wonderful chocolate chip cookie from an attractive young woman in Palo Alto, California in the mid-70's. She had a small cart on the sidewalk outside a tiny indoor mall. When I looked for her the next year, she had a store INSIDE the mall. It wasn't but a few years later when I saw those SAME cookies inside a much larger mall in Southern California.

That's pluck (courage). It's determination. It's the DESIRE to succeed no matter what!

And that's what I will instill in YOU when you listen to these CD's several times!

This is the BEST guide you'll find to wealth!

I give you a compass and set of carefully planned instructions. Do what I tell you in these CD's and you will AUTOMATICALLY make right choice after right choice.

I'm giving you the ultimate **GUIDANCE SYSTEM** to riches!

After years of building my own businesses... hob-knobbing with the likes of Tony Robbins, Marc Victor Hansen, and other millionaire entrepreneurs... and consulting with Fortune 500 companies, I realized that **there is a clear and distinct guidance system** that has been used by EVERY successful entrepreneur does.

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There are 12 Things you can do NOW to GAIN FINANCIAL FREEDOM!

But don't take my word for it. Here is the foreword to my book *Do This. Get Rich!* for *Entrepreneurs*:

Jim Britt is not a person you would expect to be a superstar in the business of success and personal development training. He has no college or university degree. In fact, he does not even have a high school diploma.

He is not a brilliant theoretician, nor is he a natural entertainer. But today in North America, when it comes to small business success counseling, he is at the top. Why has he made such a deep and profound mark on so many lives? The answer is that he has lived what he teaches.

All of Jim's writing, seminars, counseling, and training are based on his personal experience. His childhood was humble. His first jobs doing menial labor taught him the value of attitude, striving always to do his best. His first job in sales taught him the value of time management and of customer service. He struggled to learn public speaking. Now training and speaking to large groups has put Jim in front of more than one million people.

Several years ago, Jim did a success counseling seminar for over one thousand people in my company, Peak Potentials. I now know from personal experience how effective he makes his presentations.

*I still hear references to that seminar from those in my organization. Now, in **Do This, Get Rich!**, Jim lays out his strategies for creating personal success and financial freedom for the small and home business entrepreneur.*

They say that "success leaves clues." After reading this book, you'll know what those clues are and how to use them to start, run, and profit from your own business. You will probably want to keep this book near your elbow for quick reference, to read again and again on your way to success.

—T. Harv Eker, best-selling author of *Secrets of the Millionaire Mind*

Disc 1: Living the American Dream

Over the years, I have met thousands of people who think they are not very special or don't have what it takes to be rich. They think they are not smart enough, not educated enough, not experienced enough, or that they don't have enough money to get started.

I'm going to show you:

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- ❑ Which of the 5 primary ways you can make money is far and away THE most successful and rewarding...
- ❑ Why SOMEDAY is a word you should strike from your vocabulary forever...
- ❑ How to change your relationship with money so that you EARN what you want, not what you were TOLD you're worth...
- ❑ And how to shift from being a \$30,000 a year person to being a \$100,000 a year person...

Disc 2: Being the Best at Whatever You Do

Why was I provided with so many opportunities along my path to wealth? Simple. In everything I've done, I've always done my best.

You'll understand what it means to do your best. It's not being the best, but it is putting your heart and soul into everything you do... even washing cars or working in a gas station, as I did when I first started working. I want you to:

- ❑ Face your fears...
- ❑ Do your best always...
- ❑ Fall in love with what you're doing...
- ❑ Change your attitude from a “failing” attitude to a “SUCCESS” attitude... the ONE step you'll take that will virtually ASSURE the advancement of your wealth!

Disc 3: Making a Decision to Be Wealthy

Most people are much too busy earning a living to become financially free.

So, your first step is to decide what it is you really want in your life. Do you want to be rich? Do you want to retire wealthy? You have to first define what success, what financial freedom means to you.

For all the entrepreneurial failures I've seen (and I've seen many), aside from having the wrong mindset, failing to DECIDE to be wealthy is the top reason for their failure.

For example, try this puzzler:

Two important components relating to your success are intention and vehicle. Intention is the decision you've made to be successful and the vehicle is the means you have chosen to get there. If their combined value represents 100 percent of your success, what percentage would each play in your success, in your attaining financial freedom?

Hint: The answer isn't what you think.

I'll tell you to stop listening to those poverty-minded nay-sayers who tell you that you should stick with your day job. I'll show you how to create your own path to success and how you can develop the TRUST and FAITH you need in yourself to succeed!

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Disc 4: Eliminate Time Constraints

If ALL you do is work on the mental game, not much will happen. Imagine just THINKING about shooting par on the golf course without ever picking up a club. Or, it's like trying to win the lottery without ever buying a ticket.

The fact is that you've only got 420 minutes in a typical 8 hour work day. How many of those minutes are COMPLETELY wasted by low-priority tasks, answering email, or the wide variety of distractions we allow every single day?

What would you accomplish if every single minute were productive?

Boggles the mind, doesn't it?

But what if you knew how to harness the power of the “15 minute block,” and eliminate energy drainers from your life?

I'll explain how to CLEARLY define your mission, objectives and goals so that you're able to stay on track EVERY one of those 420 or more minutes every day.

I'll show you how to create a winning attitude, set your priorities, and build a team that does most of your work for you!

Disc 5: Step Out of Your Comfort Zone

You've heard it before: “You can't expect different results if you keep doing things the same way.”

EVERY success I've had has been the result of stepping out of my comfort zone. You'll find the same to be true with Bill Gates, Warren Buffet, Donald Trump, and every entrepreneur who has made it.

I'll explain how you can take the full spectrum view and prepare yourself for the WILD RIDE to the top!

This CD is worth listening to several times. I'll tell you about how I took risks, daring to literally turn things upside-down with an ad campaign. I had the ad printed upside-down in the paper! My products sold like gangbusters!

Making a quantum leap in your level of success will demand a willingness to make mistakes and to feel uncomfortable at times. I'll guide you through the process of failure – how to learn from your mistakes so that you increase your rate of success!

Please listen to this snippet from Disc 5 on Breaking Out of Your Comfort Zone:

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Disc 6: Overcoming Self-Imposed Limitations

A few years ago, researchers did a behavioral experiment involving fish in a fish tank. They let the fish swim freely for some time, then one day they put in a glass divider, cutting the size of the tank in half. Then, they placed all the fish in one end of the tank. At first, because the glass divider wasn't visible, the fish would bump their heads into the glass. After some time passed, the fish would stop just short of hitting their head. Then, a surprising thing took place: the researchers removed the divider but the fish were so used to avoiding the pain of hitting their heads against the glass that they all stayed in one end of the tank, as if the glass partition was still in place.

I believe that most people have the same approach to making money, and it's a crying shame.

This is one of my favorite topics, and at the core of my Power of Letting Go series. By the time you finish my book, you'll know how to think more abundantly, FIND MONEYMAKING OPPORTUNITIES, change your old habit patterns, and make the FUNDAMENTAL choice to succeed no matter what!

Disc 7: Managing Yourself

Read any leadership book and you'll find a chapter on self-management. Every leadership guru from Peter Drucker on has pushed self-management as a core leadership strategy.

I'm here to tell you that even if it's JUST YOU, self-management is absolutely key to your success. I'll show you how to:

- ☐ Avoid undermining choices you make daily...
- ☐ Be on purpose WITH a purpose...
- ☐ Look for the truth that will set you free...
- ☐ And how to LET GO of what you can't control, while you keep doing what works!

Disc 8: A Strategy for Success

Everything you do either moves you toward success, or towards failure. If you don't have a clear strategy – or map – of where you're going, then the odds are that MOST of your actions will be failures.

It's a harsh statement, but true. If it were otherwise, then everyone who ever read a self-help book would be enormously successful. They're not, are they?

One key reason is that they don't have a map. They don't have clearly defined strategies of how they're going to get from here to there. I know what it's like!

When I was stuck with THOUSANDS of bars of soap in my garage, I knew that I needed to sell them. But until I developed a STRATEGY to sell them, nothing happened. Once I had my strategy, and began executing that strategy, I sold every single bar – and then some – in a year!

I'm going to show you HOW TO BE BOLD... how to step out from the woodwork and catch a trend BEFORE it becomes a trend. You'll ride the wave of success like a pro because you're always ahead of the curve.

Disc 9: Build Lasting Relationships

"Our success has really been based on partnerships from the very beginning." - Bill Gates

The secret to success in any business is to provide an excellent product and to give your customers excellent service. You don't need to be an expert in order to sell your product. Almost every business I've started was because I thought it was a great idea and I believed that there was a viable market and a need for my product.

On this CD, you'll learn how to:

- ❑ Climb into your customer's point of view to understand EXACTLY what they want...
- ❑ How to get paid for EVERYTHING you do...
- ❑ Decode what your customers are saying to sell them more of what they want...
- ❑ How to develop a “relationship network” that keeps new customers streaming to your door month after month...
- ❑ And how to “Think Success” every minute of every day.

Selling begins and ends with building long-term relationships with value for both parties involved. The difference between success and mediocrity in sales is your philosophy—adopt a philosophy that drives you to a higher standard, one that is driven by values and centers on helping.

Disc 10: Develop Your Leadership Skills

No matter what your current role may be or what business you are in, you should consider choosing to become a more powerful, effective leader. With a few simple, yet powerful, tools, you can develop your leadership skills and use them to become more influential, more effective in dealing with others, and more inspiring to others to perform at their optimum level.

I'll tell you about the qualities of a great leader.

There are common qualities that effective leaders possess: characteristics inherent in all of us!.

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True leadership is the art of inspiring others to action through one's own exemplary behavior. You become a mentor through your own actions and your very presence. Effective leaders inspire others to aim higher, to work harder and smarter, to accomplish more in less time, and to enjoy doing it.

You'll learn how to:

- ☐ Inspire your team with a vision of success...
- ☐ Be sensitive to every individual's needs...
- ☐ Challenge your team to stay focused and on purpose...
- ☐ Encourage and support your team when they are down...
- ☐ Keep your team motivated and focused on winning...
- ☐ Provide the common vision and mission that holds the team together...
- ☐ Inspire your team to give their best despite the odds... and
- ☐ Encourage your team to take the initiative, to work together, and to make contributions that benefit the organization as a whole.

Leadership simply means the courage to be first. By listening to the CD repeatedly, you will reinforce Leadership Qualities in your mind and your daily habits.

You'll learn how to profit by serving others and being an example to your team.

And if you don't yet have a team... you will! I'll help you grow your business so you're your TEAM is making you money while you sleep!

Disc 11: The Power of Letting Go

In every book I write and every time I address a group. I always feel compelled to cover one of my favorite subjects: the Power of Letting Go.

Letting go deals with the causes rather than the effects. I'm going to ask you to look for a solution in every situation.

Every action you take is either moving you toward what you want or further away from it. Success in anything is that simple. A fear is either taking you closer to or further away from what you really want in your life. If it's taking you in the wrong direction, recognizing it is the first step and the second step is dealing with it.

I'll show you on this CD how to free yourself from and to stop worrying. Worrying is a total waste of time! I'll show you HOW to stop, observe your feelings, let go of your need to control the outcome, clear your mind, and move on!

Imagine...

- ☐ Finally letting go of negative thoughts...
- ☐ Letting go of what's not working...
- ☐ Letting go of the past... and

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- ❑ **Living your life exactly the way you choose.**

This CD will help you to look at every situation from a new point of view and to solve problems as they come up, with less tension and stress. Letting go is a powerful, life-changing process that works for everyone, a tool that you'll use for a lifetime!

I can imagine you listening to this ONE CD a dozen times or more.

Disc 12: The Beginning

Perhaps you are wondering at this point if you can really become a successful entrepreneur. Or you may be wondering how long it will take.

The answer to the first question is **“Yes, you can!”**

If you want more of anything in your life—success, money, happiness, anything at all—then you must leave your current story behind and start a new one. Begin at the beginning, which is right now. As simplistic as that may seem, it can be tremendously empowering to understand that you can reinvent your story completely.

It's all up to you—do not procrastinate or put off the application of these principles for success. They worked for me, they have worked for thousands of others, and they will work for you.

Don't you feel that it's your turn to succeed, to be in the top 5 percent, financially free? Don't you feel it's your turn to have the personal freedom you've always dreamed of having?

THIS SHOULD BE YOU...

- ❑ Getting up in the morning joyful, excited about the prospective events of the day, looking forward to working for yourself and for your dreams, instead of being a player in someone else's game...
- ❑ Owning your own business and being your own boss...
- ❑ Creating for yourself and your family a brand new life without limits... and
- ❑ Having your dreams come alive in the present and not in some distant future!

Why wait another day? You've got the knowledge. All you have to do now is to invest the time and put forth the effort.

Become more enterprising... become FREE. It's not what happens to you that controls the quality of your life. It's what you do about what happens that counts.

Live your dream NOW!

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If not now, when? Don't wait another day to start creating your success story and living your dream.

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