

Home Business Magic in Minutes

**Ten Simple Steps
to Greater Health,
Wealth and Freedom**



PART 1

**Phillip Mountrose
and Jane Mountrose**

Notes to our Readers

Welcome! We hope you will enjoy in this book. It could open a door to an opportunity to create greater health, wealth and freedom that you never would have imagined possible before now. We value your opinion and invite you to send any comments or suggestions on how we might improve this book to us at the email address listed below.

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Introduction

- Do you ever feel like you've lost control of your life?
- Are you busy, stressed, and out of touch with your dream of a bright future?
- Would you like to learn how you can take control of your life and get into a business that will give you the freedom to realize your dreams?

If so, then this book is designed for you. We are Success and Lifestyle Coaches who teach people to create better health, greater wealth, and more free time, so they can have the lives they truly desire.

Taking control of your life is an essential step in becoming the person you are meant to be. Contrary to anything you are hearing about times being tough and opportunities being scarce, we have found a proven system that just about anyone can use to create better health, greater wealth, and more free time. This system works in any economy, good or bad.

The Magic Questions Anyone Can Ask

The amazing thing is that this system is simple and it's fun. If you can ask your friends or potential friends a couple of simple questions and direct them to more information, you can succeed. In fact, this is a business that just about anyone who has a dream of a better life can do.

Want to know the "Magic Questions" you have to ask? You may have heard them before from the person who gave you this book. Here they are:

Do you know anyone who'd like to travel and enjoy life more?

To do this, you need three things - health, money, and time. If I could show you a way to get all three, would you be interested?

(Assuming they say "yes," continue with this final statement.) Great! The thing I love to do most is teach people how to create the lives they desire.

We drew this approach from Don Failla and his brilliant book *The 45-Second Presentation*. Don and his wife Nancy have built a multi-million dollar business by asking questions very

much like these. To make it even easier, you can put the questions on the back of your business cards and ask your friends and potential friends to call you to learn more.

The back of your business card could look something like this:

Know anyone who'd like to travel & enjoy life more?

To do this, you need three things - health, money, and free time.

If you could find a way to get better health, extra money, and more free time, would you be interested?

Contact me to learn how to take control of your life.

For those who want to learn more, all you have to do is give them an "Opportunity Card" and ask them to read it or read it to them.

The Opportunity Card could look something like this:

An Opportunity to Take Control of Your Life

Want to know what we mean when we refer to taking control of your life?

It's simple. Most people are so stressed, overwhelmed, busy working, and doing all the things they have to do every day that they've lost sight of what they really want in life. And if they could find some time to focus on what they really want, most people probably couldn't afford it anyhow, right?

We came across an opportunity that just about everyone can use to take control of their lives with a home-based business. It's fun and it can fit into just about anyone's schedule.

Want to learn more? Just give the person who gave you this card your name, email, and phone number so you can get more information.

Subject to written approval by the authors of this book, your next step is to arrange to send Part 1 of this book to your contacts and follow up to get their feedback. This is about 20 easy-to-read pages, which they can read in a short period of time.

When your contacts get Part 1 of the book, they will have a good overview of the opportunity. And once they start reading, they will probably want to read the whole book, which will teach them everything they need to know to get started.

A Business of Building Relationships

The key element in asking the "Magic Questions" and going through this process is building relationships with people who want to take control of their lives with their own home-based business, people who want to create better health, more money, and free time. In a nutshell, this simple opportunity involves building trust and teaching people how to succeed. In this business, you learn to become a lifestyle coach who helps others to realize their dreams. If you think this sounds interesting and fun, we can assure you from personal experience that it is.

When your friends and potential friends read this book, they will learn that this is a unique opportunity. Most people don't have lot of options if they want to take control of their health, wealth, and time. You are doing them a favor by introducing them to a system that is being called "the business of the 21st century" by one of the greatest business minds of our time. You will learn more about this later.

First we want to teach you the most important concept you need to understand as a lifestyle coach. This first step alone can transform your reality, as it has ours. And the best part is that it involves getting excited about your life...

Part 1

Your Opportunity

STEP ONE

Get Excited About Your Life

*The biggest adventure you can take
is to live the life of your dreams.*

- OPRAH WINFREY

People who have lost control of their lives face a dilemma that most never solve. With days that seem to be spinning out of control, they have lost sight of their dreams of a wonderful life. And as the song says, "If you don't have a dream, how are you going to make a dream come true?"

Seems obvious, doesn't it? Fortunately, this can change and creating a dream is a big step in taking control of your life. It will get you excited about your possibilities.

Start Building Your Dream Now

If you want more from life, you have to be available when opportunity knocks. You CAN live the life of your dreams, so you might as well decide what this means to you.

You live in a friendly universe that wants everything good for you. According to America's foremost success author, Napoleon Hill, "The universe is constructed to allow you to achieve your greatest potential." You could even say, as Wallace Wattles taught in his classic book *The Science of Getting Rich*, that it is your right to have everything you could possibly want to live fully and grow. Wattles understood that living an extraordinary life is your birthright.

It's also true that this doesn't happen automatically. You could say it happens on purpose, that you have a purpose. Why do you want to create a better life?

To connect with this purpose, this Why, you have to expand your idea of what is possible.

All our dreams can come true if we have the courage to pursue them.

- Walt Disney

What do you want? What are your dreams? There's no time like the present to find out.

Before reading further, take a few minutes now to think about what you would want to be, do, and have if there were no limits on health, money, time, geographical location, or anything else that might limit your possibilities. If you could imagine your brightest possible future, what would you see? What are your heartfelt desires?

You can learn a lot by following your heart. Take out a pen and paper and write down the life you imagine for yourself and those you love. Here are a few things to consider:

- If you had no limits on time, money, or geographical location, what would bring you the greatest joy?
- Where would you most enjoy living?
- What things would you most like to have?
- What kind of person do you most want to become?
- What would you most enjoy doing with your time? Would you like to travel, spend more time with your family, rest and relax?
- What might you want to do to make the world a better place?
- If you imagine yourself at the end of your life looking back, what do you perceive as having been the keys to living the best possible life?

These questions are intended to start you thinking and dreaming.

This is where we started years ago when we realized we had lost control of our lives. We were burned out at our jobs and our lives were becoming mundane. We wanted more and realized that something had to change dramatically if we wanted to take control.

It did and the results were amazing. When we really understood our Why and opened to change, the universe responded and life has never been the same. We took control and we will forever be grateful for learning how to dream.

Now we live in a home we love in a peaceful town by the ocean on California's beautiful central coast. We do work we love, and we have lots of time to travel and enjoy life.

This didn't happen all at once and we made adjustments along the way. It's bound to work this way for you, too, so don't worry about getting your dream perfect today. Anything you might imagine now is going to change over time, so just start.

What Would Motivate You?

Maybe you want to get out of debt, pay a few bills, or start a college fund for your children. Maybe you want to take your family on a vacation and enjoy some free time.

Maybe buying a new car or a new home would motivate you. Or maybe you want to be wealthy.

Success Tip!

DO *Follow your heart and think about what you want!*

DON'T *worry and allow all the reasons why what you want is not possible stand in your way.*

REMEMBER: *You get what you think about.*

Whatever you want is fine. The point is to have a dream of a bright future before you every day, one that will inspire you enough that you will also feel excited about making your dream come true. This is the first step in creating an extraordinary life for yourself and for those you love.

As success coaches, we have seen again and again how critical it is to know what would motivate you to take action. We now ask our clients to measure how important their goal or Why is and how motivated they are to achieve it. We use a scale of one to ten, where one is not very important and motivated and ten is VERY, VERY important and motivated. Think about this. Is your dream important enough that you are highly motivated to make it come true? We hope so.

A Beacon to Light Your Path

The vision of your bright future stands like a beacon to light your path and stimulates you to take what we call inspired action to make it happen. Once you understand the principle behind inspired action, it is clearly the only kind of action that makes sense.

If you took even a few minutes to dream and thought of a few things that excite you about being alive, you are probably also excited about finding a way to make this possible. See, you are becoming inspired already. In the next chapter, you will learn how you can take steps toward your dream as we present what may very well be the opportunity of a lifetime.

The Importance of Getting Your Thinking Right

You may wonder why we would start with talking about a dream in a book that's about building a business. We want to get you on the right track and as you have seen, this is only possible for a person who has a dream.



The first key to success is your thoughts and feelings.

This is where everything that has ever been created starts. World-renowned Success Trainer Tony Robbins says that 90% of success is in your thoughts and feelings, and the other 10% is in learning systems and techniques. Most people approach it backwards, focusing almost solely on techniques, and, as you will see, most people don't succeed.

As Napoleon Hill stated,

“Any idea, plan, or purpose may be placed in the mind through repetition of thought.”

This wisdom has been passed down through the ages. You have to know your Why and focus on it. As Earl Nightingale taught, “You get what you think about most of the time.”

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