



# 35 Mindset Secrets of the Rich

How The Rich Make Money By 'Thinking'

## 35 Mindset Secrets of the Rich!

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# **35 Mindset Secrets of the Rich!**

## **Introduction**

If I had a dollar every time someone asked me how I became successful, I wouldn't need to write this ebook. What I find most fascinating about people is that I share with them my secrets and then I get to hear all of their reasons and excuses as to why they cannot achieve the same level of success.

It sounds crazy but some people seem content living at only half their potential. Do you wonder where your life is going and how you will survive in the future without being conscious of the consequences of riding the daily tread mill?

To change the external, you need to start with the internal – the way you think. The way you think dictates your actions therefore if you want that dream job, you need to take action which will lead to your desired outcome. So you update your resume, find out what skills are required for the job, talk to people doing the job etc.

Habits are what cause you to stay on the tread mill and therefore you waste your time 'wishing' yourself away into la la land living in the hope that someone will see your true potential and give you the dream job you so deserve. Unless you are Princess Mary, there are no fairytales here!

So now what....well you can continue doing what you have always done, getting what you have always gotten or why not give

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up the expectation of getting a different result and just start by taking ACTION.

If you want to build wealth and gain a millionaire mindset then start learning how or talk to people that have done it before you or read some books... etc. As you stretch yourself out of the comfort zone, you will start to see and feel things differently. Your perspective on life will alter hence it is only natural that your results will alter too.

You can stop 'expecting a different result' and step out from being ordinary by taking action towards making your dreams a reality by living the mindset secrets of the rich.

The information on the following pages has been written to give you some guidelines into being happier, more successful and more abundant in all areas of your life.

I hope you enjoy reading this eBook.

Helen

## **35 Mindset Secrets of the Rich!**

### **1. Acknowledge your Potential**

To achieve success in your life, you need to understand that you have the potential to Be, Do, Have anything your heart desires. You have the ability to reach the goals you have set for yourself by unlocking your potential. You and only you knows what passion lies within and by acknowledging what you are good at is the beginning to unlocking your potential and opening yourself up to more possibilities.

### **2. Never Give Up**

Perseverance is a major component to becoming wealthy. Successful people never give up on their dreams even when the going gets tough. They just find another way and continue to strive for what they want. When it comes to property investing, you will always run into problems and challenges. The secret is how you deal with them. When you hit a brick wall, go around it, over it and when all else fails, go through it. You will be amazed at how much you learn from your challenges so embrace them and look for the lesson rather than the problem.

### **3. Be Unstoppable**

Determination keeps you focused. It is the oil that lubricates the engine of dreams and helps you to achieve your goals. Having an unstoppable attitude prevents negative thoughts and comments deterring you from your goal. For example, when talking to friends and family about your property investment goals, many will be negative and try to dissuade you from following your dreams. Being determined prevents you from listening to the

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negative comments and focuses you on the task of creating wealth. Seek out and spend time with like minded people to help you remain focused.

### **4. It must be fun!**

Notice how successful investors enjoy life. Sure they have their challenges but they always manage to get through and enjoy the process along the way. It is important that to succeed in achieving your goals, you must enjoy the journey. No point in learning how to invest in property if all you want to do is play golf. No point in forcing yourself to achieve a goal if it is no fun. Find a way which allows you to enjoy the experience more thus increasing your chances of succeeding at your goal.

### **5. Alter the way you think**

The definition of insanity is 'doing what you have always done, getting what you have always gotten, and expecting a different result'. To change the result you have to change the way you think about things. For example, if you want to become a success property investor then you need to start thinking like one. If you are careless with money and spend it friverously then how do you expect to growth real wealth. Books like Millionaire Next Door and Millionaire Mind by Stanley and Danko are an excellent source for understanding how millionaires think.

### **6. Set your goals**

Without goals it's like going through life trying to find a destination without a road map. How do you know what destination to aim for without goals? Writing down your goals that are realistic and do-

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able helps you to achieve your desired outcome. It's imperative that you feel you are capable of achieving them. Keep them simple as this will help your road to success. We all know that success breed's success therefore start off with small steps for example, you could set a goal to lose weight. Start off by aiming to lose two kilograms in six weeks which would be approximately 330grams per week. By keeping it simple allows you to achieve your goals more regularly helping fuel your desire for greater goals.

### **7. Stay committed**

You and only you can achieve your dreams; after all they are *your* dreams. To stay committed chose to spend time with like minded people who are experiencing the level of success you are seeking. This will help ensure that your dreams are alive and well which increases the likelihood of you obtaining success. Having a mentor will always keep you focused and committed even in times when you may feel that it's all too hard.

### **8. Positive attitude**

A healthy attitude and a positive mind will help you to succeed. People in a positive state of mind generally enjoy life more and therefore are more likely to attract success into their lives. Just as a bad attitude can drag you down, a happy attitude will help you achieve your objectives. When it comes to property investing there will be times of disappointment when you miss out on great deals or your finance doesn't go according to plan. Keeping a



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positive attitude will allow you to learn from the challenges rather than wallow in self pity.

### **9. It takes courage**

Property Investing is not the easiest way to create wealth as it requires to you ask lots of questions, talk to strangers and ask for what you want. Hence if you are shy or don't like to negotiate, it could end up being a daunting experience. Therefore sometimes it takes courage to carry out what you believe in. It also takes courage to stand up for what you believe in which may mean going against the advise of friends and family.

### **10. Be open to learning**

It is important that as you travel your journey towards success, that you keep an open mind and enjoy what you learn along the way, otherwise it becomes too easy to quit. As the laws surrounding property investment change regularly, keeping an open mind allows you to best manage your wealth creation.

### **11. Find a mentor**

The best way to fast track your success is to find a mentor. The key is to find someone who already has what you are trying to achieve. They can assist you by being your sounding board for ideas and reality checks. You want a mentor who will give you honest feedback about your direction, progress and concerns as well as work with you in keeping you on track to achieving your success.

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### **12. Learn to listen**

Surround yourself with people who are successful and have achieved what you want to achieve. Listen and pay attention to them as they have enjoyed successes in their life. Go to seminars, workshops and meetings listen to people who can assist you by giving you the ideas and techniques for achieving your success. It takes time to learn but good listeners know that listening is an important part of success.

### **13. Take action**

Taking action is the only road to success. Creating the habit of taking action allows you to achieve your goals sooner. Sitting at home on the couch watching TV only wastes precious time. While you learn how to overcome life's little challenges, start by taking small steps towards your goals. How do you build a multimillion-dollar property portfolio, one property at a time?

### **14. Stay motivated**

Your action plan or to-do-list will help you stay motivated when striving for your big goal of success. However with life's little challenges thrown at you regularly, it can be difficult to stay motivated. When you start to feel that your self doubt is dominating your thoughts, try prioritizing what needs to be done and focus on the smaller parts of the whole, that way you are less likely to feel overwhelmed which in turn could cause you to give me.

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### **15. Go easy on yourself**

If you are working hard towards your goal, give yourself permission to take a break. That does not mean that you can miss deadlines or not complete your goal however if you achieve several milestones its ok to give yourself some time off or a reward. Maybe you can go watch a movie or take a walk down the beach. Sometimes we can get caught up in attaining our goals and forget that we need to give the mind and body a rest. Rest and relaxation is when we are at our most creative. Be flexible with yourself and allow yourself to experience the journey fully.

### **16. Got to have passion**

Passion is another key ingredient to success. It gives us more drive to achieve thus effort becomes effortless. I am not talking about obsession but passion. Passion is when you love what you do and it shows through how you talk and act about it. For example, you may be passionate about creating real wealth through property investing. You read all the investing magazines, go to seminars and expos and join networking groups. You meet wonderful people and discuss investment opportunities and research, however if it's all you talk about with everyone around you then that is an obsession. Passion is talking about property investing with like minded people yet having the ability to know when to stop.

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### **17. Feel the fear and do it anyway**

We all have fears but the difference between the rich and the poor is that the poor are stopped by their fears whereas the rich feel the fear, weigh up the risks and then take action. This is one of the best skills you can learn. The tragedy about poor people is they allow their fears to prevent them from taking any action yet when the rich are lacking information (which causes their fear), they work towards learning more before making a decision. Belief in yourself and your own abilities will also help you work through your fears.

### **18. All good things take time**

Learning and succeeding takes time. You can't go from being a novice investor for example to being an experienced investor in a weekend or a few months. Knowledge takes time to be absorbed and applied, so be patient. Learn as much as you can on your way to success, it will be your best friend. Again, having a mentor or coach can help you cement what you learn while guiding you around the pitfalls. Property investing is a long-term strategy yet if don't correctly, it will reward you generously.

### **19. It's all about attitude**

A positive attitude can alter a challenging situation into a positive learning experience. Instead of having a 'bad' day, think of moments as challenging and that you will be ok in the end. Your positive attitude will attract positive people and situations into your life giving you a much higher opportunity for success. Besides people don't want to hang around you if you are a misery guts.

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### **20. Network with like minded people**

There will always come a time when you will need help with accomplishing a goal. Having mentors and coaches in your life can become invaluable in those times. These relationships with like minded people can give you the answers, support and encouragement you need without you having to do it alone. Having like minded people in your circle can fast track your success while minimising your risk of making mistakes.

### **21. Bad debt versus good debt**

Bad debt is spent on anything that does not produce an income such as holidays, cars or plasma televisions and good debt is spent on income producing assets for example, property, shares or a business. If you want to borrow money as part of your wealth creation, then it is important that you clean up any bad credit and pay off your bad debt as part of your strategy. Activities such as completing a budget and speaking to your panel of experts will assist you with putting you in good stead to achieving success with your wealth creation goals.

### **22. Read**

If your goal is to create wealth through property investing then reading reputable newspapers and magazines will help you learn about current hot spots, opportunities for investment, demographics and provide valuable statistics to assist with your investment choices. You don't need to be an expert in all areas of property investing however learning about the implications of land

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tax or where people want to live may assist you with where to focus your energy for sourcing properties to purchase.

### **23. You need to practise**

Success rarely occurs overnight; it takes time. By taking your goals seriously it keeps you focused on your success especially if you are writing your goals for the first time. It takes practice and the more you practice, the more enjoyment you receive from achieving your success.

### **24. What did you learn?**

As a property investor, you will always experience challenges. Reviewing every challenge allows you to learn what not to do or how you could do things better the next time. A key trait of successful investors is to use your knowledge plus take action... the result equals success. Knowledge without action is just knowledge.

### **25. Keep it real**

When setting your goals try and keep them simple and achievable. If they are unbelievable, you will quit at the first sign of trouble. An example of this could be that your goal is to purchase 10 investment properties over the next twelve months. Now for most people this goal would be unrealistic however if you said one property in the next twelve months then this would be more believable and therefore more achievable.

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### **26. Due diligence**

Research, research, research. To achieve success you need to study the area, business or industry you are particularly interested in. As you learn and understand more, your goals will change. Remain flexible as your due diligence will open up new possibilities that you did not know. The more research you do the better your information and the lower the risk of getting it wrong. Making decisions based on facts from your research takes the emotion out and stops you from making mistakes.

### **27. 110% commitment**

To play flat out is to give it all you've got. When attending seminars or workshops, try to participate fully by asking lots of questions and being attentive. The act of fully participating is more powerful as you learn more. Your commitment will help you stay focused when you are faced with life's little challenges.

### **28. Expand your mind**

When you have your idea for success, don't stop, keep going. Stretch yourself by taking it one step further beyond where you thought it would go. For example, you ???

### **29. Procrastination**

If you feel like you are about to procrastinate, then put it off until tomorrow and get down to business. This is the way to overcome your procrastination. Procrastination is about in-action which stops you from moving forward towards achieving your success. Usually procrastination is associated with fear. Write down what you are procrastinating about and take appropriate action to

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overcome it, for example, you are procrastinating about buying an investment property and it is due to a fear of making a financial mistake. Then seek out mentors and experts in the industry who can work with you to overcome your fears and get you taking action.

### **30. Overcoming laziness**

It takes 21 days to break a bad habit. Try and establish what causes your laziness and each time you start to feel lazy and resist taking the action you need to achieve success, then stop yourself. For example, you want to get fit by going for a half hour walk 4 times per week. As a new habit takes 21 days to be created, challenge yourself to get up and go for that walk. As soon as you wake in the morning and feel like not going, then push yourself to break through that resistance. Don't give it up and within no time you will have overcome your laziness and created a new habit.

### **31. Work life balance**

If you enjoy life and enjoy your work then you have balance. If you do not enjoy your work then change it or increase activities that bring you happiness.

### **32. Enjoy yourself**

Isn't this what life is all about? Enjoying yourself will encourage success. The one thing that is limited in this life is time so make the most of it and enjoy every moment. Plan your life around activities that allow you to enjoy yourself more, for example, have



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breakfast with friends, go watch a movie, pamper yourself, go for a picnic, spend time with loved ones, do what ever it is that makes you happy. Enjoy all your successes because you deserve them all.

### **33. Health**

Without health you have nothing and it doesn't matter how much success you have. Having a balanced diet with regular exercise will return you a better quality of life. A better quality of life allows you to enjoy your successes more. It's hard to enjoy success if you are feeling unwell. So do yourself and your family a favor and stay healthy.

### **34. Happiness**

To achieve happiness is really simple – do things, activities that make you happy. It's not hard so rather than focus on the negatives in life, try and focus on the positives. The more you focus on the positives, the quicker the new habit is formed (remember it takes 21 days to create a habit) hence the negatives won't be as insurmountable as you think. Give it a go because life is too short to be wallowing!!!

### **35. Celebrate**

It is always important to celebrate your achievements; it becomes all the more worthwhile. Reward yourself with a dinner at a fancy restaurant or that piece of technology you have been wanting. Keep your rewards manageable so that you don't break the bank yet allow you to enjoy the fruits of your efforts.

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