

LEAVE YOUR PAST *BEHIND*

22 steps to become successful
for the second time



Feeling stuck in life?

"Getting knocked down is a given. Getting back up and moving forward is a choice."
(Zig Ziglar)

Maybe you have been successful in the past. You probably excelled in one area so much that it was an unbelievable success. But it has already been many years since that happened. Today, you often catch yourself living in the past and talking about your past successes.

But today things are different. You are not what you used to be. You are far from your past successes and your motivation and drive are not the same anymore.

What happened? Life? Age? Have you been hurt so much in the process that you don't dare to dream big anymore? Or do you simply don't have the same drive anymore?

Sometimes you have to accept the fact that certain things will never go back to how they used to be.

The problem is that you must realize that **things will never be the same. Times have changed and you have changed.**

You are much more experienced today but also more cynical. Your naiveté helped you in the past to overcome many things because you didn't know that those things were potential problems. Sometimes you wish you could just be naïve again and go for it without any hesitation. But **you feel stuck and it feels that you can't go back to how you were. You also don't have the same energy and motivation anymore.**

The world won't stop for you.

The problem is that **no one is coming to the rescue. The world doesn't care about your problems. The world keeps spinning without you. Life and business goes on.**

Sure, you want things to be better again. But you don't seem to have the emotional power and energy anymore. What should you do? These days you have so many financial responsibilities and you feel overwhelmed.

When you feel overwhelmed you don't just do a little bit, you don't do ANYTHING. You feel stuck and you feel like the prisoner of your own life. **Does this description sound somewhat familiar? Then continue to read. Maybe I can help you...because that is how I felt.**

STEP 1: New goals = new motivation

Often, the main problem is that you don't know what you really want. And because you don't have any real goals, you really don't have any direction and motivation.

Maybe you have an idea what your goals should be but they are not written down and defined clearly. So ask yourself what you really want. Not what you should want or what is expected of you. What makes your heart go faster? What will give you pride and joy? What would you dare to achieve if there were no critics or obstacles?

Take an empty pad of paper and a pen and spend a few hours alone somewhere and redefine your goals and life. Go to the beach or drive up into the mountains where you have a few hours of peace.

If you are not sure what you want, then do what comes closest.

Don't do what you SHOULD do but you what you WANT to do in life.

STEP 2: Leave your past behind

*It doesn't matter what you have done.
What matters is what you choose to do from here.*

Everyone has a past. Everyone has bad things that happened to him or her. Everyone is scarred with bad experiences. But all that doesn't really matter anymore. It doesn't matter what happened or who you were. All that matters is what you are going to do from now on.

You are not defined by your past. You are prepared by your past.

Discouragement and failure are two of the surest stepping-stones to success. When things are not great but ok, you don't do anything to improve your situation. **You are in your comfort zone. You are in a place where life is not great but you don't really feel the urge to change your life for the better.**

But when things go bad and you get angry, then that is actually a good place to be in. **It is during those moments where you simply had enough and you say to yourself "no more!" That is when you make changes.** Coming from a place where things were bad is when you will improve your life because you no longer accept the circumstances.

I have never met a strong person with an easy past.

The past has hurt you but it has also made you a stronger person. Failure and frustration can be a good thing. It will help you to get moving and start making changes.

You may have made some mistakes and you may not be where you want to be but that has nothing to do with your future.

STEP 3: Any action is often better than no action

When in doubt, just take the next small step.

Any action is often better than no action, especially if you have been in an unhappy situation for a long time. If it is a mistake, at least you learn something, in which case it's no long a mistake. If you remain stuck, you learn nothing.

Inaction breeds doubt and fear. Action breeds confidence and courage. If you want to overcome fear, don't sit at home and dwell on it. Go out and get busy.

If you have too many things to do you will feel paralyzed. The best thing to do in a moment like that is to do ONE thing. And then do another small thing. And then do another.

If you are not sure what to do, then do what comes closest to your goals. Do one small step and see what happens.

STEP 4: It is all in your head

Don't be upset by the results you didn't get with the work you didn't do.

If you don't have any money, then you don't have a money problem. You have an attitude problem. You have either a problem with your integrity, your priorities, your self-discipline, your self-confidence or you are lazy. That is the real problem. But you don't have a money problem. Money will come as a by-product if you change your attitude.

There are people out there right now in the same business or industry, selling the same products and services to the same clients in the same market and they make 10 times more than you.

Ask yourself honestly if you really put all the effort into making it happen or are you with one foot on the break? Why are you not fully giving it your all right now?

Or are you trying really hard but your strategy sucks? Maybe you need to rethink altogether how to get new business in the door. Maybe there is a much better way.

If you continue to do the things the way you do them, then one thing is for sure: nothing will get better. You can't expect different results if you continue the same way. Something needs to change. You need to change. Your attitude needs to change. Your strategy needs to change.

In the end it is all in your mind. That is the biggest secret of all successful people: Change your thinking – change your life!

It is not easy but necessary if you want to change your life for the better. The main challenge for most people is to admit that their strategy was wrong and that they must accept something new in their life.

STEP 5: Feeling hurt – not possible without your consent

No one can really hurt you without your consent.

We all get hurt in life from time to time. People hurt our feelings or situations don't turn out as we wish them to be. Whatever we had expected turned into disappointment and then we feel hurt or bad about it.

In German the word for disappointment is *"Enttäuschung"*. If you take this word apart it means *"Das Ende der Täuschung"* or in English *"The end of the deception"*. You were blinded by what you believed to be true. But now the deception is over. You are no longer deceived. Basically, **this is a good thing because now you have the truth.**

"Feeling hurt" is really just the result of false expectations. But the truth is the truth. Reality is reality. And if we don't like that reality, we "feel bad" about it. **But it is us who react this way. We make ourselves feel bad.**

There is a story about Buddha and his student. They both were hiking up a hill when they suddenly met another man. This man was shouting angrily at Buddha and called him the worst names. Buddha's mood didn't change one bit. He thanked the man and continued walking on his path. The student asked Buddha why he didn't get upset. Buddha replied: *"If someone gives you a gift, it is up to you whether you want to accept or refuse it. If you don't want it, simply return it and say thank you. You don't have to accept it. The gift (anger and negative energy in this case) will go back to the original owner."*

No one can really hurt you if you don't let it happen.

Outside influences and people try to hurt you – but they really can't!

You can only "weaken" yourself and make yourself unhappy – happiness is a choice not a result.

No one can really hurt you – unless you let it happen or give your consent. You are energy and you a spiritual being. If someone tries to scare you or make you feel bad, it is only possible if you let it happen.

When you think about it: nothing can really hurt you. No one can really "harm" energy. They can try to scare you or to make you feel bad. But if you don't want to feel bad or afraid, there is really nothing that they can do. **Just shake it off. Laugh about it and it has no more power over you.**

STEP 6: Get your own power back

*You might not have control over everything,
but the one thing over which you have complete control is your THINKING.*

Stop playing the victim.

For some people it is easier to play the role of the victim than to face the real problems. If you can blame someone else for your unhappiness and problems, it is much easier than to take control of your own life and destiny.

If you give away your control over your life and happiness to someone else, you lose your own power.

Blaming someone else for your circumstances is giving away your power. You basically say that the other person has so much power over your life that your happiness depends on it.

But the truth is that only you should have power over your own life. **Stop blaming other people and circumstances. Get back your own power. If you don't like something, then change the circumstances.** And if you can't change the circumstances, then change your attitude. But never complain or give out blame.

Addiction is another popular way to cover up a pain from the past. Whether it is drugs, alcohol, eating, shopping or gambling, it is a sign that you feel that you must cover up some pain from the past.

But addiction makes you powerless. It takes away from who you are and your own choices. **Face your problems and deal with them so that they can disappear. You are no longer a child. You are an adult and you can take it.**

Deal with past problems and issues from your childhood and from bad relationships. Face your demons and get rid of them once and for all.

STEP 7: Protect your own energy

Everyone and everything has an energy. Sometimes we can feel the negative energy from another person. Negative people can pull you down. They can lower your mood and energy.

Protect your enthusiasm and happiness from the negativity and fear of others.

But great things will happen when you distance yourself from negative people.



Even though negative people can influence us and it feels like they are stealing our energy from us, the truth is however that energy comes from the Universe (from above) and no one can really “steal” your energy. **It is your own thoughts that lower the flow of energy that comes to you and therefore you have less energy. The negative person or event cannot take away energy. You let it happen that you receive less energy in that moment.**

The cells in your body react to everything that your mind says. Negativity brings down your immune system. That is why negative people are not good for you if you cannot handle them.

*Don't allow negative thoughts to steal your joy.
When you lose your joy, you lose your strength.*

There is an exercise called **“the mirror principle”** to protect yourself from negative energy. This is how it works: Imagine that a wall of mirrors that are facing outwards surrounds you. If someone is sending you negative energy, then the reflection of the mirrors will send his or her negative energy right back to where it came from.

Anger and negative emotions are feelings inside of the other person that he is trying to project to you because of his low level of self-confidence and inferiority. **People try to make them feel better by making other people feel bad. They get a kick out of it.** But in reality they are poor souls.

If someone tries to make you feel bad and is trying to send you negative energy, then send negative energy right back! Don't ever dwell on it. Don't even think about it because it is not worth it. Just let it fall off you because you have this protective wall of mirrors. It is your problem – it is their problem.

Strong people lift others up. They don't bring them down.

What you send out is what you reap. If people believe that they must hurt another person, then they will get it right back.

Another exercise is called **"cut the cords"**. This is how it works: Imagine that you have several cords coming out of your body. If you have seen the movie "The Matrix", then you know what I mean. Those cords take out energy from you. The cords belong to other people in your life like your mother, your father, your partner, friend, etc. Everybody wants something from you and they take away energy from you. Sometimes it can seem overwhelming.

Now at this point you take a big pair of scissors and you cut all the cords. In your mind you remove all the people who steal your energy. You consciously cut the cords so that the flow from you to them stops.

Do this as a meditation for a few minutes a day and you will see how your life will improve.

STEP 8: Feeling bad and depressed

It's okay not to be okay.

Sometimes things are simply bad. Even if you try to stay positive and pretend that everything is okay, it is hard to keep the happy mood up. And that is totally okay once in a while. No one can always be feeling great all the time. That is not normal. Otherwise you are disillusioned or on drugs. Some people even feel guilty when they feel bad for feeling bad.

It is totally okay not to be okay once in a while. You don't always have to pretend. But you should realize that the bad times won't last forever. There is always sunshine after the rain. Those times are always temporary.

It is a normal part of life that there are good times and bad times. The main thing is to get through the bad times without too much damage.

STEP 9: Dr. Phil treatment – Grow up! You are no longer a child

A wise man sat in the audience and cracked a joke. Everybody laughed like crazy. After a moment, he cracked the same joke again. This time, less people laughed. He cracked the same joke again and again. When there was no longer anybody laughing, he smiled and said: “*You can’t laugh at the same joke again and again. But why do you keep crying over the same thing over and over again?*”

Adults are still acting as if they were little children who got hurt and still cry over events that happened years ago. When you were a child you could not defend yourself. I am sure that it must have been a painful experience whatever you had to go through.

But today you are no longer a child. You are an adult. Therefore, act like one. Grow up. You are no longer that child from the past who got hurt. You need to get over it.

Yes, maybe someone was mean to you, hurt you badly or did something terrible to you. But for how long do you want to play the role of the victim? When you were younger, you got hurt but today you need to get over it.

I call this the Dr. Phil treatment because Dr. Phil is a TV psychologist who calls people out of their own BS. He says it like he sees it. Often, we don’t want to hear the truth and we want to keep playing the role of the poor victim because we get attention and someone will feel sorry for us. But that is not going to help you in the long run. **Deal with you past problems and get finally over it.**

STEP 10: Physical fitness = mental power

If nothing else, get fit.

Getting back on track requires energy. Mental energy comes from physical energy. You should exercise every single day – no matter what. It is just like brushing your teeth. You would not forget about it, either.

You might not realize it right away or feel the effect that a fit body has on your mental state. Being physically fit is the starting point for a strong and self-confident mind.

Also, **physical exercise reduces depression and stress by 50%.** And if you come from a point of defeat or failure, you probably went through some emotionally difficult times. So start exercising and claim back your power.

It takes 4 weeks for you to see your body change, 8 weeks for your friends and family and 12 for the rest of the world. Keep going!

It doesn't matter what you do exactly whether it is going to the gym, going running or playing tennis. You want some sort of aerobic exercise and strength training of at least 30 minutes per day but ideally 60 to 90 minutes per day. **The best time to do it is in the morning right when you get up. This way it is done and you can focus the rest of the day with work and other things.**

Decide to exercise daily and eat healthy for a specific period of time like 12 weeks for example. Be self-disciplined during this time frame and follow through. The result will positively surprise you.

STEP 11: Create new opportunities

"The Law of Probabilities" says the more things you try, the more likely one of them will work. The more books you read, the more likely one of them will have an answer to a question that could solve the major problems of your life, make you wealthier, solve a health problem or give you the answer to something else.

"You miss 100% of the shots that you don't take."

(Wayne Gretzky, best hockey player of all time)

Life goes on and every day new businesses get started. The world is full of opportunities. You just need to see it. We live in the best time ever to make money. Technology has made it so much easier to build a company, develop marketing material, get exposure on the Internet (and the world) and to find clients.

Opportunity dances with those who are already on the dance floor.

Opportunities don't happen. You create them. You need to set yourself up so that the Universe or God can help you achieve all your goals. You need to prepare everything so that the money, people or circumstances can come into your life.

Sometimes you need to get started with a business idea even if it is not ideal or your end goal so that you are already in a position to attract better things into your life.

Example: Once I decided to start a new marketing sales call center for my business. I rented a cheap office for \$650 per month and set up 5 desks and computers. Then I ran an online ad and within a week I had 5 employees. In the first year we generated about \$300,000 in sales.

I had first set up the office and then it was easy for the people to join. Another time I didn't have the office and I started talking to many people and basically explained the same thing to them but they were hesitant and finally no one started. I wasn't set up or prepared this time.

STEP 12: Relax and do nothing

"What you cannot see is that the Universe is always carrying you towards your highest good, even if the road to your highest good takes you straight through hell."

(Teal Swan)

You don't always need a plan. Sometimes you just need to breathe, trust, let go and see what happens.

If you cannot see your next step, then do nothing. The Universe is still preparing the way. You are allowed to take a break. Maybe that is exactly what you need in that moment. Maybe it is best to regroup and rethink your life. There is someone who knows you better than anyone around you. There is someone who knows, which way you should take. That this someone is: you. **Listen more to yourself and less to what others have to say.**

Sometimes it helps to relax, meditate or simply to go somewhere nice and not worry about any of your problems. When you are in a state when you are worry-free and relaxed, the solution to your problems will all of a sudden come to you.

Do "nothing" and see what happens.

Eventually all the pieces fall into place. Until then, laugh at the confusion, live for the moment and know that everything happens for a reason. If you feel stuck or don't know how to continue, then take a break. Go on holidays and forget about everything. Go diving, fishing or do whatever makes you happy.

Sometimes you need to just let it go and do nothing. Let the Universe do the work. Eventually you will know what to do and all the answers will come to you.

STEP 13: Chose your people wisely

You are the average of the five people you associate with most. So **do not underestimate the effects of your pessimistic, unambitious or chaotic friends. If someone isn't making you stronger, they are making you weaker.** Your choice of people to associate with, both personality and business-wise is one of the most important choices you make.

If you associate with turkeys, you will never fly with the eagles.

You need to be surrounded by the right kind of people. Ideally, it should be people who are smarter than you or more successful. **You need to learn from your peers and not be pulled down. At least they should be at a similar level so that the relationship benefits both parties.**

People who join the military tend to develop habits of order and self-discipline because the general standard of the people they associate with requires that behavior. These qualities help them to be more successful in whatever they do later in life.

If you want to be more successful in life you need to find new friends or a new mentor who can teach you new things.

STEP 14: Simplify your life – get clarity again

You can do anything but not everything.

Clean up your closet. Clean up your office. Get clarity in your head again. Sometimes we are trying to do a hundred things at the same time but we are not really moving forward. **Get rid of everything that has been sitting on your desk for weeks. You won't do it anyway. Throw it out.**

Ask yourself: what is really important? Sometimes things will take care of themselves. **Not making a decision is the same as the decision to do nothing.**

Decide to do two to three things and forget about the rest. You cannot make everybody else happy and suffer yourself. Simplify your life and take off the heavy burden.

Once I was working on a project that was not going well. Everybody has hoping that I could fix the situation. I was doing everything that I could even though I wasn't making any money. I didn't want to let other people down. **Eventually, I realized that I constantly would only put out fires and in the end I would not really get anything out of it: neither money or recognition for what I was trying to do.** Then I decided to drop the project altogether and I felt a hundred times better all of a sudden. I made promises that I couldn't keep and in the end freed myself from it.

Just because you made a commitment doesn't always mean that you must sacrifice your life and happiness for it. In general you should keep your promises and commitments but if it affects your life and happiness too much, then you have to make the decision to protect yourself first.

Be grateful for the good things in your life and you will attract more good things.

Be happy with the simple things in life. Be grateful for the people and things in your life. 1.2 billion people live off \$1.25 per day. They would happily switch with you. We are all too spoiled and we need to be reminded how great our lives really are.

STEP 15: Playing it safe is the most dangerous thing you can do

There are never any guarantees in life. No matter whether you have a job or are self-employed. **People who think that it is better to play it safe, often risk much more than they are aware of.**

1. If you "play it safe" by taking on a paid job that limits your earning ability, then you are like a sheep in herd that will never amount to anything special in life.
2. You are coming from a place of fear.
3. You are settling in life.

"Life begins where fear ends."
(OSHO)

Scam alert: 40-40-40 plan:

- 40h / week making someone else rich
 - 40 years of your life
 - 40% cut in your pay
- ...also known as "job"!

STEP 16: Goals, plans and uncertainty

One day Alice came to a fork in the road and a Cheshire cat in the tree. "Which road do I take?" she asked. "Where do you want to go?" was his response. "I don't know," Alice answered. "Then," said the cat, "it doesn't matter."
(Lewis Carroll)

If the plan doesn't work, change the plan but not the goal. Often we underestimate the time that it takes to realistically achieve our goals. Sometimes we put too much pressure on us and we fail because we had unrealistic expectations. Other times, our assumptions are so big and wrong that we cannot see the truth. We continue to believe a lie and keep doing the same things over and over.

Doubt kills more dreams than failure ever will.

Even if you feel discouraged or afraid, move forward with your dreams anyway. **Often it is only self-doubt that keeps us from our goals. We worry too much about what other people could say or think of us. And because of that we don't do it.** If you are convinced of your goals then it is hard to fail. You will not fail if you put your whole heart into it.

STEP 17: Your happiness is the most important thing

The purpose of our life is to be happy.

Sometimes you have to experience what you don't want in life to come to a full understanding of what you do want. **You weren't created to be unhappy in order to keep everyone else happy. Live your own life and do what makes you happy.**

It's not selfish to love yourself, take care of yourself and to make your happiness a priority. It's a necessity.

Some people have completely forgot that. They worry too much about other people and forget themselves. But **if you are not okay you cannot really help anybody else.** It is not your responsibility to make other people happy. They must find their own way in life.

Put yourself first and do what is good for your soul. Never sacrifice who you are because someone has a problem with it. **I don't know the all the keys to success, but the key to failure is trying to please everybody.**

The walls we build around us to keep sadness out also keeps out the joy.

Some people don't conceal their emotions and build up walls to protect themselves from pain. But that is the wrong strategy. It will not really protect you and most of all it will make you unhappy.

STEP 18: Don't give you – you deserve everything that you want

*Other people and things can stop you temporarily.
You're the only one who can do it permanently.*

Anyone can give up when things are hard. It is the easiest thing in the world to do. But to hold it together when everyone else would understand if you fell apart, that's true strength.

Adversity isn't an excuse to give up. Problems and obstacles are a normal part of life and they help us grow and develop new skills and strength. They force us to come out of our comfort zone.

You are braver than you believe, stronger than you seem and smarter than you think.

Ask yourself what you really want. Be very clear about it. If things are still not moving in the right direction, then look at the way you go about it. Maybe you need to change your strategy. But usually it is all a matter of staying positive and being active. Expect the result that you desire and don't leave any stone unturned. Sooner or later you will find the right way.

STEP 19: Self-discipline is inevitable

No matter how much it hurts right now, one day you will look back and realize it changed your life for the better.

Unfortunately, you cannot succeed in life without self-discipline. It doesn't matter in which area you want to do well. Without self-discipline you will not get anywhere. So ask yourself what you should give up in the process. Watching TV? Other useless things?

Develop a plan for the activities that are required so that you can achieve your goals. Then always do those first before you do anything else. **No one can always be perfect. But try to be as consistent as possible.** Consistency will take you much further than perfection for a short period of time.

STEP 20: Treat yourself to something good when things are bad

There have been a couple situations in my life when I was out of money and everything seemed bad. It is easy to lose hope in times like these and to see everything in a dark light. If you are down to your last few hundred dollars people start to make radical changes and they give up everything good in their lives. They think they must start to live with a scarcity mindset.

But I have a different strategy.

In moments when I was down to my last dollars I actually spent my money on a nice meal, bought something that I always wanted or enjoyed the day despite the fact that things were bad. I basically did the opposite of what most people think you need to do in lean times.

If you have the attitude that you are a survivor and that money will always come into your life again you give the Universe a sign that you are not desperate. You are confident that things will be great again. You just know without actually knowing the details that you will be okay.

I personally know for example that I have so many great communicational skills that you could put me into a foreign city and within 24 hours I would have a job, a new place to live and a new girlfriend (if I wasn't married of course). **My ability to convince other people and to communicate is just way above average.**

You will need this kind of self-confidence in life. You need to know that the only person who can give you safety is yourself and your skills.

Have you ever wondered what would happen if you lost everything? What would be your options? I am sure you have plenty of options to make money again.

Money will always come in somehow. There is really nothing to worry about.

STEP 21: You don't have to settle for less

You can still have everything you ever wanted in life. You don't have to sell yourself short just because you didn't achieve your goals right away. You set the standard and no one else.

If you feel like you can only afford a cheap car because you don't deserve to drive a better car, then this is your choice. But it is a choice based on low self-confidence and **the feeling like you don't deserve to drive a better car.** If you make it an absolute MUST that you deserve good things in your life, then you can have them. It is your choice. Where do you set the standard for yourself and your life?

I won't settle for a cheap hotel for example. No matter what! It has to have a certain standard when I go on holidays – otherwise I won't go. Simple as that! And you know what? Because I don't settle for certain things I get what I want in life. Think about it for a moment. You can live where you want, have what you want and do what you want. It is your choice and your life. Everything is available for you.

I often wonder why bums of the street ask me for change. If they asked me for \$20 or even \$100 and had a good explanation I would probably give it to them. But if you ask for change, you will get change. So set your standards higher and require from life what you want and deserve!

You cannot climb the ladder of success dressed in a costume of failure.

When you are in depression or just coming out of it and start working again, you really shouldn't do it in your pajamas. Put on a suit and make phone calls in good clothes even if you don't feel like it at first. But the clothes will help you with your attitude. They will also influence how other people perceive you. **Don't underestimate the effect of being dressed for success!**

STEP 22: Ideas are the beginning points of all fortunes

When you try something big, it is hard to fail completely.

If you have a big vision for your life then go to work. If you try something great, you will automatically do more and there will always be a result.

Maybe you are middle aged and lost everything. So what! You always get a second chance in life. You can start new.

You are one decision away from a totally different life.

Over and over I have found that the keys to success are a single piece of information, a single idea at the right time, in the right situation, to change your life.

Forget the economy. Just rewire your mentality and create your own economy. Decide what you want in life and develop your ideas. An idea must have a benefit or value for someone else.

Remember: Business is a lot like a game of tennis – those who serve well usually end up winning.

Statement

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