Million $$$$ Habits by Robert J Ringer

- Action Habit
  - ACTION = life
    INACTION = death
  - resistance to change
    - change is life
    - actions need to change
      - make one change a week
    - fear of unknown
  - waiting for something to happen
    - make it happen
      - observable results
  - feeling overwhelmed
  - the time is never right
    - procrastination
    - make list
      - prioritise
        - "Just do it!"
  - self doubt
    - insecurity
      - e.g. fear of public speaking
    - analyse
      - action
        - failure
          - maximum downside
    - negative world
      - plenty of "can'ts"
    - you will fail sometimes
      - SO WHAT
        - learn
        - start again
          - with new learnings
          - law of averages
            - is on your side
  - adversity
    - external factor
      - e.g.government
      - environment
    - interpret
    - respond
    - persevere
      - handle
        - massive rejection
        - massive disappointment
        - massive frustration
  - Life is a journey NOT a destination.
- Premises
  - 1 ("Laserlike focus is perhaps the most common trademark of the supersuccessful.")
  - 2 "is that the difference between success and failure is not nearly as great as most people believe."
  - 3 "success is not dependent upon one's being blessed with superior intelligence or special skills, nor does formal education, hard work, or luck play a major role in an individual's climb toward success."
  - 4 Success is a matter of understanding and religiously practicing specific, simple habits that always lead to success."
- Reality Habit
  - existence
    - same for everyone
  - perception of reality
    - different for everyone
    - faulty perception = FAILURE
    - most live in fantasy
  - basic principles
    - actions have consequences
      - results can be
        - failure
        - or success
    - question everything
    - consider opposites
    - fear of truth
    - something for nothing urge
    - delusions of grandeur
    - naivety
    - constant search for truth
      - learn from
        - own experiences
        - others
      - correct interpretation of reality
- Attitude Habit
  - power of choice
    - change inner attitudes of mind
    - = change outer aspects of lives
  - success attitude
    - there are always problems
      - make them the next challenge
    - natural law of balance
      - negatives
        - offset by positives
      - problem = opportunity
    - law of averages
      - not everyone will
        - buy your product
        - Colonel Sanders approached > 1000 restaurants
    - power of your mind
      - Napoleon Hill
        - "Anything the mind can conceive and believe it can achieve."
      - draws
        - things
        - people
        - circumstances
        - to achieve objectives
      - alternative thinking
- Perspective Habits
  - misfortunes and setbacks can be illusions
  - look at long term benefits of a negative occurrence
- Present Living Habit
  - What do I enjoy?
  - What am I good at?
  - What do I want out of life?
  - What's the price?
    - Am I willing to pay the price?
  - mental image becomes physical reality
  - become a self perpetuating cycle of success
    - 1. know purpose
    - 2. set goal
    - 3. enthusiasm
    - 4. focus
    - attracts
      - people
        - positive
        - enthusiastic
      - "stuff"
        - things
        - resources
        - circumstances
  - regard life as a journey
    - NOT a destination
- Morality Habit
  - Honesty
  - Integrity
    - = FREEDOM
    - adhering to own moral code
- Human Relations Habit
  - you have to deal with people
    - make it + ve
  - goodwill
    - catalyst for achievement
  - cooperation
    - shortest distance between you and your goals
- Simplicity Habit
  - identify unnecessary
    - tasks
    - projects
    - thoughts
  - Why am I doing this?
    - Does it matter?
      - How much?
  - Can I eliminate this?
  - e.g. Sell people what they want.
- Drain People Elimination Habit
  - people who drain you of
    - time
    - energy
    - peace of mind
- Self Discipline Habit
  - self control
    - forgo instant gratification
      - for long term benefits
      - control over emotions
  - laser like focus
    - ONE job
  - make own RULES