

## *"What is my Personal Philosophy & Mindsets for building a Successful Business?"*

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1. I am not responsible for the success, or failure, of others. Those who repeat the basic proven system steps which create success in this business - become successful - those who don't – don't. My responsibility is in reaching my personal goals through assisting others who want to do the same.
2. My personal commitment is to lead by example. I do at least what I ask others to do.
3. My business is built on what I do – others are free to do whatever they want to do.
4. I do not rely on other people to build MY business and/or future. (If I did? I would be in a home for the mentally impaired by now!)
5. I work where I am deserved, not where I am needed.
6. I begin by working as hard for people as they work for themselves. (I believe doing for someone what they can be doing for themselves is 'spiritual rape', and does not assist real or long-term growth.)
7. Every 'seeming' failure – is success in progress – a deposit on my eventual success.
8. I keep everything as simple as possible. (Confused people do nothing. Confusion is the most potent poison to Momentum – I stay clear of all politics.)
9. I find people who have a sincere desire to move forward, are coachable, and want to work – then, I simply lead by example and build depth with the 24hr Game plan as a framework.
10. If I want to build FAST – I talk to a LOT of people FAST! Quick Success & Momentum for new reps is the goal. Focus and Speed of Action is the key for me here.
11. SIFTING & SORTING - the more effective I get at SIFTING and SORTING, the faster it happens. SW SW SW SW! Next! My strategy here is to build DEPTH quickly to create Momentum.
12. I waste little time working with people who don't attend training events. All I can do with these reps is keep promoting the events in the hope that one day they will get more serious. (I waste no time trying to push spaghetti – doesn't work).
13. I take whatever time needed to discover the real needs/objectives/dreams of a potential business partner prior to showing ACN. The more time I spend in asking sincere questions and listening – the greater the trust, The greater the trust, the easier it becomes to assist. I believe ACN is the greatest business vehicle on the planet for those who have an objective and the timing is right for them to go after that objective.
14. I never present my business (i.e. solution) unless I can get agreement on a need/objective that my PBP (potential business partner) wants to satisfy or go after – now.
15. I involve a new rep in MY Vision/goals. I share where I was, where I am now, where I am going, and how he or she would be in integral part of that outcome. (People love feeling a part of where you going and where they fit into that.)
16. My business growth/development is dictated by my personal growth/development.
17. My speed of growth is directly dictated by the strength of my vision/outcome, focused action, and letting go of anything and everything that is not necessary for the attainment of that vision/outcome.
18. The success of a new rep achieving a successful first 30 days is dictated by MY BELIEF & MY PASSION, and, knowing where I AM GOING - NOT the new rep.
19. I am just 'the messenger' – SW SW SW SW – Next!
20. My No.1 Goal is ... QUICK SUCCESS for the new rep! If I can assist in putting as much money in the new reps bank account in the first thirty days – This always duplicates out and creates the desired outcome for them first, and me, (i.e. MORE MOMENTUM).
21. This new rep may quit next week? – hence, my goal is to get through to the new rep's warm contact base and build depth with the keenest ... ASAP!

My personal process – It is ALL just 'a process'.

- Pique Interest and expand on needs and objectives through direct conversation –
- Either hand out DVD or SFH Magazine. If wanting to go to the next step - decide whether to PASS to my upline, or carry the process right through myself.
- Once qualified (i.e. I have established a genuine need or objective) - Hand off DVD or SFH – for 24hrs only.
- Follow up - Buffer – If interested to go to next step – I continue with Discovery process to Uncover, Clarify, and get agreement on needs and objectives.

- ✓ Why are they doing what they are doing now?
- ✓ Why do they want change - what they want?
- ✓ When do they want it achieve by?
- ✓ What are they prepared to do, or give up, to make this happen?
- ✓ How will it feel should they achieve this?
- ✓ How will it feel if they don't?

I may spend a LOT of time here. This is the most important part of the process to me. The more time spent here, the more trust and deeper the relationship is built. The more trust built? The less time I need to spend down the line trying to 'get' them to things they really don't want to do. This is a "qualifying mindset" – Before I Present, I want to be 80% sure they know what they want, and when. If they cannot convince me of this – I move into Cust Acq only and ask for referrals. If you don't know what they want? How are you going to help them get it?

- Present 1-9 - and DVD (if not seen) – i.e. present possible solution to their needs and/or objectives.
- 24hr Game plan. Book into next event. If next event is a few days away? I do several exposures with closest contacts prior to the event with the goal of enrolling additional Reps/Customers for new rep - and also getting more people to next event with them.

I Remember above all ... What drives my business is MY VISION! What drives my business is MY REASON WHY! What drives my business is MY PASSION! What drives my business is MY GOALS! What drives my business is MY ACTION! What drives my business is ME LEADING BY EXAMPLE! What drives my business is the NUMBERS I HAVE at each EVENT!

- I never make the fatal error of believing it is up to any rep on my team to make me successful! It is not! I make me successful by focusing on doing the simple repetitive steps, that, done enough, brings success.
- My role/job is to plug people into an already successful system and lead by example – that's it! Everything else happens naturally, and powerfully duplicates out!

Hoping that assists!

Carpe Diem!  
Josh B-C