



Secrets to MEGA Business Success

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Hi, my name is Sandy Forster and it is my mission in life to assist as many people as possible to create prosperity, abundance and success in their lives. I do this through the many resources available at www.WildlyWealthy.com – please make sure you visit that site as we have a huge range of FREE audios, special reports and teleconferences, as well as an exciting range of powerful products that may transform your life FOREVER!

If you would prefer to LISTEN to a recording of Secrets to MEGA Business Success, you can access a FREE audio of the following transcript and a number of additional special bonuses at www.WildlyWealthy.com/exposed.php .

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Please either read this e-book on your computer screen, or print off and place in a binder to read at your leisure. Also feel free to pass this along to friends, family, business associates or anyone whom you think may benefit from information that will help them to create a life of prosperity and success.

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I myself have come from being \$100,000 in debt and being on the sole parent's benefit, to living the life of my dreams and being Wildly Wealthy! From nothing but bills to generating multi millions through my companies - and I did it all through changing the way I thought, which changed the actions I took, which changed the results I achieved.

My international bestselling book '**How to Be Wildly Wealthy FAST**' (available at www.WildlyWealthy.com) is packed with dozens of powerful ideas, tips and secrets to totally transform the way you think about money, abundance and success FOREVER. Within the pages of my book, you will discover how to ATTRACT money into your life, rather than chasing after it. You will be taken step-by-step through proven strategies to turn you into a money magnet AND have a whole lot of fun while doing so!

The following is a transcript of a live teleconference with over 450 participants as I explained one of the many strategies I used to go from poverty consciousness to prosperity consciousness and create success beyond anything I had previously imagined.

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I wish YOU much success, prosperity and happiness in your life!

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Sandy

So welcome everyone to our Secrets to Small Business Success. This particular call is really going to be focussed on how you can utilise the Laws of Attraction to create success in your business. Now when I say “small business”, it could be anything. You might be doing direct sales, you might have a network marketing business, you may be in retail, it could be you’re investing in Real Estate, it could be you’re coaching or consulting, you’re building an EBay business, you’re building a business around a hobby that you have, anything whatsoever. Any business and it doesn’t necessarily have to be a small business.

But you can utilise the Laws of Attraction to create the business of your dreams. To create a business far beyond what you could normally achieve just through the normal practical strategies that you put into place.

So before we get started with this call, what I’d actually like you all to do is really be present. So we’re going to take a couple of moments just to let everything go that’s been happening through your day up to this point, so you can really be present for this call, really take the information in, and really help it to accelerate your success.

So what I’d like you to do, if you can, is just close your eyes to start with, and we’re going to take a couple of really nice, slow, long, deep breaths. So the first breath, I want you to take a big, long, slow, deep breath in... and I want you to feel a wave of relaxation start to run from the top of your head down through your body, and out through your toes... and then breathing out.

Once more, another long, slow, big breath in... and feel a wave of relaxation run down through the body and out through the toes... and when you’re ready, you slowly let that breath out and once more, one last big, slow, deep breath in... and feeling that wave of relaxation run through the body, down the torso, down the legs and out through the toes... and slowly breathing out. And keeping those eyes closed, I want you to just let go of everything that’s been happening during the day. Just feel relaxed, feel focussed, and feel as though you’re going to take away from this call whatever it is you need to achieve the success you desire. You will discover

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whatever it is that you need to take your business to the next level. Whatever it is you need to create the prosperity and the success in your business so that you can be living the life of your dreams. And then one last, big, slow, deep breath in...and then slowly breathing it out.

Now, if you don't already have a pen and paper with you, I would highly recommend grabbing one now, because we are going to be doing an exercise further into this call, so take a moment to grab a pen and some paper.

I'm going to be talking about the Secrets to MEGA Business Success, because we know the Law of Attraction is all about "whatever you focus on, you create". Whatever your predominant mental attitude is upon is what you will then attract into your world. Whatever you think about all day long are the seeds you then plant for your future.

So if you're wanting to create a successful business, then why is it, more often than not, people tend to focus on all the challenges that are occurring in their business, and all the things that are going wrong, how there's not enough customers, there's not enough potential clients. They haven't got the leads they need. They don't have the stock coming in, or they don't have the sales walking out.

Too often, we tend to focus on what is not going right. And when that's what you're focusing on, that is then what you are creating in your future. And then you wonder why your business does not seem to grow. Whereas, if you can flip that around, and begin to focus on what you do want to happen, what you do want to see occur, then they are the seeds you're planting for your future.

So I know, personally for me, that I went through a stage where I really had a business that had been going quite well, but unfortunately, due to circumstances beyond my control, everything changed.

I had a fabulous product that I was marketing, making lots and lots of money. I was making about \$150,000 a year, but unfortunately, the person who owned the global marketing rights to that particular product had a bit of a dispute with the printer. And therefore the

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printer and the person who owned the rights to the product could not come to an agreement. Basically, the deal was, “You either pay the bill for these products that we have put together, or you don’t get them.” And then the person who owned the marketing rights said, “Well, I’m not paying, because you haven’t done them properly.” And then the printer would say, “Well, if you want me to do them again, you’re going to have to pay some money now, or I won’t do them.”

And this went on and on and on for months. And therefore, I did not have an income for months. So I had gone from having no money to making a lot of money, back to having nothing again. And it was in that moment that I decided that I was never going to rely on one source of income again.

And this is something that I know I say over and over again to people, and I know you’ve probably heard me say it 100 times before, but multiple streams of income are the way to go. Because no matter what happens when one stream dries up, if you have multiple streams coming to you, you don’t go into that fear factor. You don’t go into that place where you start to panic about the money.

Because again, it’s all about how you think. It’s all about your thoughts. It’s all about your feelings. So if you’re in that place where you only have one stream of income, and that stream of income starts to dry up and you start to panic, you can start to think about it all the time, and focus on how it’s drying up, and there’s not much coming in, and oh my gosh, where’s the next dollar coming from, and on and on. Because you’re in that place of lack, you’re focusing on the lack; you then create more of it. And then it just gets worse, because then it does dry up more, and then you focus on it more, and then you create more of it, and on and on, until you end up with nothing.

But if you have multiple streams of income, then if one stream dries up, yes, it’s an inconvenience. It’s not a catastrophe. It’s not a disaster. It’s not the end of the world. And therefore, at an energetic level, you don’t hold this very negative energy, this energy around lack, just because one of those streams has dried up

because you feel quite comfortable that you are still receiving money from other streams.

So that's why I always say to people, "Yes, build a business, by all means, but look at other things." And I know many of you listening are obviously looking at real estate as a way to invest, and I also talk about finding your passion, finding something you love to do, and creating a business around that. It's really about finding lots of different ways to bring that money to you.

But one of the ways that you can create success with what you are doing, or something that you are going to begin doing when it comes to business, is create what I call a "Desire Statement". Now a Desire Statement is great to help you keep focused. And you can write these particular statements around any area of your life. I mean, I've used them for my physical health. I've used them for relationships. I've obviously used them for businesses and for my finances, but what a Desire Statement is just a one- or two-page outline of how you would like something to be. About how the perfect outcome would look, and what your ultimate scenario is.

For instance, about four years ago, when I was attending an Anthony Robbins seminar, and that was right around the time when my only source of income was kind of fizzling up to nothing, they mentioned they were looking for additional coaches to work with them on a part-time basis from home. And I thought to myself, "Gosh, I need to look into this." I need another source of income. And being able to work from home – perfect. And they'd said, "Go and see our trainer in the break if you want to know more."

Well, I like to know everything, so I decided to go along, and even though at the time they didn't actually need any Australian coaches, I thought it would be a really great way to make money. So I decided that I was going to look into it. And even though I didn't really have any idea what being a coach was all about, I thought, "I could easily learn, and then I would have that additional stream of income."

So when I got back to Australia, I was actually attending a three-day seminar for the company that had my products still in limbo, but I was still hanging to the hope that this company was going to

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rally around, they were going to get the products, we were going to be able to keep going. So I was attending a seminar. And the facilitator of that particular seminar was a lady who just happened to be out from England, and she had had the idea that she was going to start a coaching company here in Australia.

Now, at the time, the idea was simply a concept, so I didn't think much of what she was saying. But she said, "Oh yes, the coaching company will be up and running in a couple of months" and I really didn't think that that would happen, but as it turned out, this lady was very determined, very persistent, and she did indeed start this coaching company a few months later.

And I felt very lucky to receive an email from her to find out more about the business, and decided: "OK, this is what I'm going to do." So I was one of the very first people to go through her Coaching Academy and become what they called an "accredited" coach.

Now, after I'd been through that three-day coach training, I had no idea, still, how on earth I was ever going to build this business. I just knew that I could be a coach, I could coach people, but what on earth do I do? How do I build the business? But what I did know was that by using a Desire Statement, I knew I could attract the perfect business to me.

Rather than running around and giving out business cards, and trying to find ways to market my business, and putting ads out there, and doing all the usual practical things. I knew I could use the metaphysical, use the power of my mind, tap into those universal laws that help us to create whatever it is we desire, I knew I could use that to my advantage. So what I decided to do was write my coaching Desire Statement.

Now, at the time I wrote this Desire Statement, just on a whim, I thought, "I'll write this out, and what I'll do is, I'll go back and I'll make it beautiful, make it neat, add a few things, put in more detail." But I just grabbed a pen and started writing.

Now, the idea of a Desire Statement, as I said a little bit earlier is really just focusing on the ideal. Putting down a list of all the

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things you want to see as having happened in your business. You want to include things such as how much money you want to make, whether that's on a weekly basis, a monthly basis, a yearly basis. You may want to include what sort of customers or clients you'd like in your business. You might want to include where you're working from. Is your ideal working from home? Is it working from an office somewhere? Is it travelling round the world?

You want to put all those things in there that make your heart sing. And I can't stress this enough. When you write out a Desire Statement, when you write out something to do with what you want to have happen, how you want the ideal to be, please don't get your logical mind involved. That's not what a Desire Statement is all about.

Don't start writing something and think, "Well, hang on a minute. I can't write I'm going to have that many clients", or "I can't write I'm going to make that much money, because that's too much, and I can't quite figure out how that's going to happen, and if I'm going to make that much money, I need to make this many sales, and I don't think that could happen..." Don't go there. OK?

Don't get the logical mind involved. The idea of a Desire Statement is to put in the things that if someone were to come along, and wave a magic wand over you, and you could have it look exactly the way you want it to be, how would it look? So a Desire Statement, you put in things that you would like to see in your ideal business.

So let me just quickly read out this Desire Statement, it's my coaching Desire Statement, and it says...

Before I start, keep in mind that when I wrote this, I had just completed a three-day training, that's all I had done. I hadn't done my three months of coaching practice, where we actually had to coach someone. I hadn't done the three months of listening to someone being coached. I hadn't done the three months of being coached. I hadn't done my thesis. I hadn't done my book reviews. I hadn't done all the things I needed to do.

I'd simply done a three-day training, and was basically pushed out into the real world, and like, "Here we are. What do we do next?" When I wrote this out, it was just a few things that I felt were important to me in my business. So I wrote:

“My coaching practice is rapidly expanding.
I now easily and effortlessly attract positive, easy-going,
successful, motivated, fun people
who want to move to the next level in their lives,
and are willing to do whatever it takes.

I work with at least 15 new clients each month
from around the world,
coaching them toward their own individual successes.

They love my style of coaching, and are thrilled with the
results they are achieving since partnering with me.
They happily refer their friends
and business associates to me,
and my business just keeps expanding.

It gives me such a feeling of fulfilment
and a sense of accomplishment
when I see my clients achieving their goals.

I've been trained as a life coach trainer,
and regularly train new groups of life coaches
around Australasia.

I've completed my corporate coach training,
and am in demand as a highly successful corporate coach,
and make in excess of \$2,000 a month per client.

It fills me with such pride
to see how far my practice has progressed
in such a short space of time

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and my children and friends are excited
with what I have achieved for myself.

I am able to choose my own hours
and retain the flexibility and freedom that I love so much.

I now effortlessly attract abundance into my life,
and warmly embrace the prosperity that flows towards me
and surrounds me now.

My business and savings are growing even as I sleep,
and my investments are making my money
rapidly multiply.

I am swimming in a sea of money,
surrounded by a flood of riches,
and am at one with absolute abundance,
plentiful prosperity, unlimited wealth,
and total financial freedom.

I am at one with prosperity and abundance now.”

As I said, when I wrote that Statement, I had no idea how it would come to pass. But less than six months later, I actually did have an international coaching practice. I had clients from the US, from New Zealand, from Canada, Australia, Hong Kong, France, England, Germany, and Ireland. They were from all over. And they absolutely did love my style of coaching.

And within those six months, I'd also been selected to be a life coach trainer, and I'd been sent to various places around Australia to train new groups of coaches. Now, when I wrote I wanted to be a trainer, again I had absolutely no idea how I'd be able to do that. I just thought it would be a really cool thing to do.

Sandy

Keep in mind that, as I said, at the time... I had no idea about how to be a coach, no idea how I would be a coach trainer, but those things came to pass, and I was very, very successful in a very short space of time.

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Now, if I'd gone through my training and sat down and really seriously considered my options, and weighed the pros and cons, and decided whether or not this was something I could do, or whether it was something I couldn't, and wrote out a business plan, and did all the practical steps that it should take to become successful, I probably would have scared myself off. I probably would never have begun.

But because I know the power of your thoughts, the power of your focus, I was able to write this Desire Statement very clearly, just jotted a few things down. As I said, it was supposed to be a rough draft, I was going to go back and make it all nice and pretty and polish it up, and add some more later - didn't get around to it. But it still worked.

Now, I had someone ask me a question earlier – what do we do with our Desire Statement once we have it? Are we supposed to read it every day? Are we supposed to put it on the wall and look at it? Are we supposed to just read it once? How do we make it work?

It's all about your feelings. And I have to say this over and over again. Your feelings are what create. Now in my situation, when I wrote out that Desire Statement, my feelings were very intense. As I said, I'd just completed three-day training, had no idea how I was going to make it all happen. So the very thought that I might have a successful coaching practice excited me beyond belief. It made my heart sing. It turned me upside-down inside.

That's the sort of energy that creates your world. And so, I may have only written it once, and I may have only read it out once, but it came to pass, the Universe got the order loud and clear and delivered it back to me! But if you write some things out, and you read it out once, and it's kind of so-so, kind of flat, you need to add some things in there that, as I say, make your heart sing.

So we're going to do an exercise in a minute. I'm going to get you to actually write out some things for your Desire Statement. Now that doesn't necessarily mean you have to have it written perfectly

now. It's just a matter of jotting some things down, and if you want you can go out and flesh it out later.

So what I want you to do first up, grab your pen and paper. You don't have to get your logical mind involved in what it is you're going to do. You may already be in a business. You may have already started a new venture. You may be in networking. You might be building an E-bay business. You might be turning your hobby into a paying concern. You might have just started in sales.

Whatever it is you're doing, don't get caught up thinking that has to be the one. OK? You don't have to get caught up in what it is. You can just be very general, and picture your ideal. It might just be you get to work from home, and you might have a special room in your house that makes you feel great, and you can imagine yourself working there, and you can imagine yourself working a certain amount of hours, and all the things you're doing when you're not working.

So, it can be very general. It doesn't have to be specifically what you think you're going to be making the money at. As the Universe may deliver your order in a very different form than you thought it would arrive in, so don't get too hung up on the exact business if you can't think of what that might be. Alright?

So what I'm going to get you to do is grab your pen and paper, and I'm going to give you a bit of space, a bit of time, to start jotting things down. And I will be interrupting every now and again, sort of giving you a bit of a memory jolt.

So your Desire Statement is... You're going to begin just jotting some things down. And sometimes it's easier to just put down in point form, in bullet form, what it is you'd like to see as the ideal. Again, don't get the logical mind involved. Write it down as if it's already occurred. Don't think: I would like to have, or this is what I hope will happen. It's "I have", "I do", "I will", "I now". It's all about as if it's occurred.

If you can change yourself at a cellular level, if you can change who you are inside, if you can change your beliefs, then everything on the outside changes. And the way to change what's on the

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inside is to absolutely change at that cellular level. The way you do that is, you continue to focus on something as if it has happened already.

So what you're going to write down first up is a few things, like, what is your ideal business? If you could just close your eyes for a minute and think about how you would like to spend your days, if you were working your ideal business, your ideal job? What would you be doing? How would you spend your time?

Just think about it for a moment, see if you can bring some pictures up in your mind, and really try and connect to it from the heart. Feel how it feels to have that ideal business. That ideal, successful, profitable, wonderful, heart-singing business. What I want you to do it, grab your pen and write some things down. What is your ideal?

For instance, how many days a week are you working? Maybe you're just working a couple of hours a day? What's ideal for you?

What sort of money are you making? Again, don't get that logical mind involved. Don't try and figure out how many clients or customers you need to have to make that amount of money. And if that's possible or isn't possible. Just come up with a figure that feels good to you. Write it down.

Now when you write that figure down, something to keep in mind is - you can never out-bid the Universe. You can never put down an amount that is bigger than what the universe can deliver.

Because believe me, there's people making millions of dollars every minute. If they can do it, anyone can do it. But if your mind tells you there's absolutely no way it can happen, then it won't happen. So you need to come up with a figure that feels good.

So for you if you're currently bringing in say, \$2,000 a month and you think about bringing in \$20,000 a month, and part of you thinks, "Fabulous, this would be great!", but another part thinks, "There is no way that is going to happen, that is so far out of the ballpark", then bring it back a little bit. Bring it back to \$15,000; bring it back to \$10,000. Because guess what? When you start

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making that, you can always raise the bar again. You can always put it up.

But to start with, some part of you has to absolutely believe that that can happen, even if you've got no idea how. Just make it a figure that is a real stretch for you. That excites you when you think about it. That you can anticipate that happening, that really lights you up from the inside out when you think about it, but isn't so far out there that you think, "Oh, that's just impossible. No way!" So write that figure down and whether it's a weekly basis, a monthly basis, a yearly basis. You want to have something to aim for.

What sort of clients, or people, are you working with? Put in a little bit about that. I remember when I was starting a direct sales business; I made sure I wrote in one of my Desire Statements that the positive, happy, easy-going, motivated people that I was working with actually had the funds to get started. Because there's no point attracting all these fabulous people into your business, but they don't have the money to do anything. So you might want to get clear on that one.

What about where are you working from? What sort of view can you see? Sometimes that alone is enough to really excite you. What do you see as you look out your window while you're working? For me, I sit here, and I know I say this all the time, but I just love the view so much. I sit here, and I look out across the swimming pool, out through the palm trees, and out to the beautiful Mooloolah River, and at the moment it's just slowly flowing out to the sea, which is about a kilometre away from where I live.

I love it, it's a big broad expanse of river, and it's nice and still, and today you can see the clouds reflected on it. To me, this is heaven. Is this work? This doesn't feel like work at all! So where would you be? What would you be looking at in your ideal situation? Your ideal business or work situation?

What other things are really important to you? What makes your heart sing? There might be certain things that really get you going, that really get you excited, that get you really fired up, that really

get you to that place where you feel fabulous. Include those things in your Desire Statement.

It's got to be exactly that: *desire*. It's not a fact sheet. It's a Desire Statement. What are your desires? What is it - and a desire is from the heart - what really makes your heart sing? What, for you, when you get up in the morning, and you think about work, you just can't wait to get at it? It's not like you get up and you think, "Oh my gosh. Another day at the office. Another day at work. Oh, I wish today was over."

What, for you, would make you jump out of bed in the morning, and just couldn't stop you from working? That's how I feel! You couldn't stop me from telling other people about prosperity and abundance. You couldn't stop me from creating new products. You couldn't stop me from writing. You just couldn't stop me if you tried!

My son said to me, "Mum, when you had that business that you didn't like, all you did was work, but now even that you're home, you still work."

And I said, "Let me give you a bit of an example of what this is." I said, "For you, if I let you, how long would you play your computer games for?"

And he said, "If you let me, I'd be doing it all the time! I wouldn't be doing anything else but." And I said, "Exactly. You love it, don't you? If that was your job, even, you'd be doing it still, would you?" He said, "Oh, I'd love a job like that!"

And I said, "Well, to me, This is my passion. I love teaching people about how to create financial freedom. I love teaching people how to live a life of prosperity and abundance. I love putting together products. And so, you might think, from the outside looking in, that it's work, but it's my passion! I just love it so much that you couldn't stop me! This is what I do for fun, and I just happen to make money from it."

You know, I do a lot of other things that make me money. I always say to people, multiple streams of income, it's the way to go. But

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this is my number one passion. This is it. So for you, what really gets you up in the morning, and gets you excited? Put it in there.

And then, when you're done, even if all you've got is a few bullet points, you want to take that Desire Statement, flesh it out so it just reads like a nice, enjoyable sentence. A nice, enjoyable couple of sentences, a nice, enjoyable couple of paragraphs. And so that when you read it, you do feel really good. You do feel excited.

You do feel like you're going to get up there and you're going to really make it happen. And just by being really clear, just by spending that time writing it out, you can totally transform your world. You can totally transform your life. You can totally create a business or a job, if that's what you're looking for, that is your absolute ideal. Just by focussing on it.

And if you're already got the ideal business, but you're just not making money at it, then use this Desire Statement to create a profitable, successful fabulous business. Because you can do that. It's all about your focus. If you love what you're doing, but the money's not showing up, just use the Desire Statement to create the money.

Because, as I keep saying to people, if I have been able to transform my world from where I was, really struggling financially, \$100,000 in debt, bringing in that measly little \$15,000 Australian dollars income a year, to a place where I am wildly wealthy. I get to do what I want, when I want. I love what I do. I get to travel – I love to travel.

Being able to live the life of my dreams. If I can do it, anyone can do it. It's all a matter of focusing your thoughts, thinking about what you do want to create, planting the seeds today for your future. Planting the seeds, your thought seeds, today, to create your ideal.

So I wanted to make sure that you take the rough Desire Statement that you've got, all those bullet points you've got, take half an hour or so, make it wonderful, make it fabulous, make it something that when you read it, you light up from the inside out. And that is the

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order you are sending to the Universe. And that is what the Universe will work on and send back to you.

Now, keep in mind, it may not come back to you in the form you actually thought. It may not come back to you exactly like that. You might have thought, “This is what I have to do.” It may end up being something slightly different. But that’s OK; because the Universe always wants bigger and better for you than you ever want for yourself.

So if it comes back in a slightly different form, in a slightly different job, a slightly different business, it doesn’t matter. It will be for your best. If you write down what it is you desire, and you don’t even know the type of job or business, it will appear. It’s Universal law, it has to. It can’t work for one person and not for another. So just get excited about that Desire Statement, read it, focus on it, and it will come to pass.

So I wish for you much prosperity, much abundance, much richness, much wealth, and much money. I wish for you enormous amounts of success, and along with that success, much happiness, and the time to enjoy it all.

I hope you’ve enjoyed this particular audio, and if you want to know more about creating the life of your dreams, creating the success and prosperity and abundance you desire, you can go to www.wildlywealthy.com and we’ve got a stack of free resources that you can take part in. We’ve also got teleconferences; we have live events, seminars, etc. I’d love to meet you one day, and hear about your success.

Thanks so much, everyone. Bye!

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Please feel free to pass this along to friends, family, business associates or anyone whom you think may benefit from information that will help them to create a life of prosperity and success.