



Programme Yourself With The **DOERS** Mind Pattern

Listen to Epic Secret | Once a Day 90 days

Read Duty Method | Morning, Evening, Every Time You Fail for 15 Min & Every Time Your Scared

Write Goals Down | Morning & Evening, Every Time You Fail

Visualise Emotionally | Morning & Evening

Whenever Negative Emotions Scare You, Follow These Steps to MASTER Your Emotions:

Recognise | Fear Is Just A Chemical Signal (it will last 90sec)

Reframe | (Read Duty Method) (5 Questions) (Remember you are TESTING to find What Works, then OPTIMIZE)

Release | (Breathe)

Retrain | Remove Time (Do what scares you IMMEDIATELY) Fear is A Green Light Indicating Your Next Step!

Make It **INEVITABLE** (The Science of **HABITUAL** Action)

Agree with **SOMEONE**, That If You Don't **COMPLETE** Your Desired Outcome
In The Next **24** Hours They Can Collect **\$1,000** From You

OUTCOME TODAY

Focus on the Ultimate Destination AND The IMMEDIATE Next Step!

Will Doing This Attract **1,300** Visitors Today?

1. Write the top outcomes you want accomplished today (the night before).

2. Do them/Delegate them.

3. Colour them in, visually see progress.

4. The things that don't get done. Get put on tomorrow's list!

CREATE INCOME

If 20% of What You Do Creates 80% of Your Income

Spend 80% of YOUR Working Time On That 20%!!!

Cold calling. **Referral systems**. Conferences. **Networking**. Joint Ventures / **Triangulation** / Endorsements.
Email opt-ins. Public speaking. **Product launches**. Advertisement. (Online, offline, etc.) **Direct mail**: Sales letters,
Postcards, etc. **Public relations**. Social Media **Posting videos**.

STOP Collecting Info

Is this info immediately beneficial to the Outcomes I want In the Next **24** hours?
(**Yes** USE It Now | **No** Archive or Ignore)



ACCELERATED FEAR FORMULA

How To Accelerate The Process of Overcoming Fear Rapidly With 5 Questions

MIND CONTROL SCIENCE | Master The Science of Controlling Your Mind To Respond To Fear With Action, Instead of Freaking Out!

Mentally project yourself into the future down an imaginary time line and figure out what's the worst that could happen and what's the best that could happen and weigh them up... Then come back from the future and decide is it worth it?

#1) What are you not doing, that you know you should, but you won't because of fear?

You know what to do and don't do it! What's the one thing you can do that would make all your problems go away! You know what it is, you won't do it!

#2) If you actually did what you are planning, what is the absolute worst thing that you dread that could happen?

- Is it going to kill you, loss of money, people laugh at you, spouse won't respect you?
- Would there be any permanent damage?
- Is it likely that these things would actually happen? REALITY vs PERCEPTION

What Is A Limiting Belief You Have?

What are the exceptions that you've seen to that belief - in yourself or others?
In what ways is reality actually the opposite of this belief that you have?

#3) If in the unlikely event what you plan isn't successful, and the thing that you dread actually happens, what could you do to rectify it?

- Could you get things back into control?
- Don't you think in reality it would probably be a lot easier than you make out?

#4) What are the benefits/results that you ARE actually believing will happen, which are therefore more likely to occur than what you actually dread since it's what you are planning for?

- How would taking action change your external circumstances your environment, your family life, finances, health your relationship with God, your faith your self-esteem?
- Have people more disadvantaged than yourself in any shape or form actually pulled this off? Is there anything you have that they didn't? Then so can you, you are probably more intelligent the only difference is they took action.

#5) What will, not taking action cost?



PROCRUSTATION ANNIHILATION BLUEPRINT

DUTY OBLIGATION STATEMENT

Read this for 15 minutes in the morning, before you go to bed read this for 15 minutes and EVERY time you get discouraged read this for 15 minutes and I guarantee you... You Will Align Your Moral Compass With The Sense of Obligation and Duty To Serve Your Fellow Man/Woman-Kind Tirelessly Without Feeling Burn Out In 15 Minutes... To make this even more powerful, spend 5 minutes visualising/feeling as if your Epic Life is real for you right now before you read this statement:

Success is my duty and obligation. I'm obsessed I'm not like others, I do what others refuse to do. I must control my destiny. I'm never satisfied. I cannot settle. I rise while others sleep. I refuse to sleep. I refuse to quit. I'm driven to succeed and I'm a role model for others.

I pledge a commitment to my Success. My family success and the success and survival of the company I represent. Success is not an option for me; but something I insist upon achieving. Success is not something others can give me, nor is it something the government or economy can provide me. Success is not determined by luck, race, creed, colour or religion but is dependent upon hard work creativity follow through and persistence.

I refuse not to have my success. I refuse to quit prior to achieving my success and I will do everything ethical in claiming my right to success. My success is my duty, my obligation and my responsibility.

I am the one who is responsible for my life. I am the one who is responsible for my emotional state; nobody has the power to make me feel negative emotions unless I allow it. I have the power of choice to use on my physical body to make myself feel positive emotions of love.

Nobody, nothing has any power to influence how I feel!

I am the one who is responsible for the state of my body and looking after what goes into it. I am the one who is responsible for my financial affairs. Making money is easy money comes easily frequently.

I am the one who is responsible for how my life turns out. God has given me principles to follow, so I prosper and the power to make my own decisions. Not even God will do for me, what he has given ME the power to do. God gives opportunities success depends upon the use made of them.

My Business Philosophy:

I'm in love with my clients. Everything I do will increase myself and increase others.

It's my ethical duty, I am doing a dis-service to not offer people who need it the opportunity to take advantage of my services/products.

People's businesses/lives/communities are dependent on what I can do for them, to fulfil their full potential. Therefore it is my duty to stay relentlessly focused on attracting and nurturing fulfilling client relationships! & their success!

**I am #2 my clients are #1! I never say no unless I have to! I Always say YES!
I refuse to participate in discussions about why something cannot be done!**

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I see only the objective EVERY obstacle must give way. Do the thing and you'll have power to do the thing. Once I make the decision I will ALWAYS find the Money People and Resources!

God shall supply all my needs according to His riches! I always have all sufficiency in all things and have an abundance for every good work!

**(Delaying to serve others until I have everything perfect = Poverty)
(Serving others the best I can right now = Millionaire)**

It's a sin to know how to help someone and not offer to help them! It's selfish, I owe it to the struggling people out there to help them with the knowledge of what I have learned how to do in the programs I've invested in! And when I focus on helping those businesses, they will rain money on ME!

I don't wait until I have everything figured before I offer to serve people. I Get out there and do it!

**Perfection = Poverty
Good Enough = CASH and lots of it!**

I say YES get the business figure out the rest. I don't leave for tomorrow what I can do today. I stick at things until they are successful. I relentlessly pursue AND attract thousands of fulfilling client relationships WHO PAY ME PREMIUM PRICES.

The failure to take action and learn as fast as possible, is the single most common obstacle to my success and it is handled best by simply taking action, right now without ANY adding time to the equation. Then wait to see what the results of my actions are and responding. Not reacting, RESPONDING!

*Reacting is freaking out when something doesn't go my way.
Responding is analysing the feedback from the action I took.*

I will respond and not react by simply changing the way I think about failure. Failure is just a result from testing. It's a process to see what results I'm gonna get, it's essential to fail in order to find out what works. I must fail; I NEED to know what works! If it one thing doesn't work try something else, Then when I find what works, I make it better! When I keep doing what I found out works consistently for 1-3 years I will become outrageously rich and successful in every area of life living an EPIC life!

If I commit to taking this kind of 'testing' action, regardless of how I feel ALL THE TIME, for 30 days. Taking action when I'm scared will become a habit. After 90 days straight it will be hard wired into me. After 1 year it will be automatic without any conscious thought required, action taking will be less scary because of how I think about failure.

I enjoy money coming to me in increasing quantities, through multiple sources on a continuous basis! I earn more money in a month than I used to make in a year!



WHAT ARE YOUR CORE VALUES?

➤ Where do you find yourself most disciplined/focused?

Think of the activities, relationships, and goals for which you are disciplined, reliable, and focused. What do OTHER people (besides yourself) say you are reliable for? What do you never have to be reminded to do because you are inspired from within to do those things?

When it comes to things of lowest importance to us we tend to tolerate disorder. However we are most organised when it comes to things that are important to us. Where do you have the greatest order and organization in your life and you'll have a good sense of what matters most to you?

➤ What do you spend your money on?

You always find money for things that are valuable to you, but you never want to part with your money for things that are not important to you. So your choices about spending money tell you a great deal about what you value most.

➤ Where do you spend your time?

You always MAKE time for things that are most important to you and frequently tell others you don't have time for things that aren't. Even though people claim they don't have time for what really they want to do. The truth is they make time for what is truly most important to them. And what they say and think they really want to be doing, isn't really what's most important to them. You always figure out how to make time for things that are really important to you.

So how do you spend your time? I personally spend my time, studying, writing, recording and working out. Those are my four highest values. I always find time for doing them. And I frequently find excuses not to do anything else, which is low on my list of values. How YOU spend your time tells you what matters to you most!



➤ What do you like talking about?

It makes no difference what your personality is extrovert or introvert, if you observe yourself, you'll notice there are topics that immediately bring you to life and you dominate the conversation which you're passion about. Whereas with other subjects, you turn into an introvert who hardly contributes to the conversation. You'd rather talk about something else!

Which subjects do you keep wanting to bring into conversations with people? What subjects turn you into an instant extrovert?

➤ What ENERGIZES You?

You always have energy for things that inspire you, things that are high among your values energize you. When you do things that are highly valuable to you, that you love and are inspired by your energy level is just as high at the end of your day as when you just started your day. Time just seems to fly by when you're doing it. You forget to eat, take breaks and when people call you to do other thing, they have to call you several times, before you actually come. How do you spend your energy – and where do you get your energy?

➤ What do you like thinking about?

What do you visualize for your life that is slowly but surely coming true? What are the long-term goals that you have focused on that you are bringing into reality? Not fantasies that you aren't actively doing something with. I mean the dreams you are bringing into reality slowly but surely, the dreams that have been dominating your mind and your thoughts for a sustained period of time – the dreams that you are bringing into daily life, step by step by step.

What do you keep talking to yourself about the most? What preoccupies your mind, that you are actively are CURRENTLY working toward becoming true?

➤ What do you like reading/learning about?

What topics can you stay focused on and love learning about without being easily distracted. What subjects appear to you when you first log on to YouTube? (YouTube knows what you love to watch)



➤ **WHAT WOULD YOU DO IF YOU WOKE UP WITH A BILLION DOLLARS IN YOUR BANK ACCOUNT?**

But with that billion dollars came a sickness and the only cure was every day you had to do something which fulfils you when serving others, what would you do? You have to do it every day or you die?

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.....

Once you've answered each of the 8 questions, you'll start noticing some overlap: some similarities between how you spend your time, energy, and money.

You may be expressing the same kinds of value in different ways e.g. "spending time with people I like," "having a drink with the folks from work," "going out to eat with my friends" you can see some patterns begin to emerge.

So look at the answer that is most often repeated and write beside it the number of how often it repeats. Then find the second most frequent answer, then the third, and so on, until you have ranked every single answer.

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This gives you a good primary indicator of what your highest values are. You have already aligned a lot of your values, goals, and daily activities.

You can even start making decisions based on this initial hierarchy of value, in terms of what you want to do with your life – and you can see how your life is already demonstrating your commitment to these values.



What are the core values of those you want to serve?

- ✓ What turns them on? The **triumph** they desperately want to experience

.....

- ✓ What frustrates them? The **pain** they want to be delivered from

.....

- ✓ Go to forums and discussion groups and find the biggest concerns, plights and joys of those people!

.....

- ✓ *Call customers talk to them (tally commonalities..)*

.....

- ✓ *Go to amazon at top 25books in your category! Look at reviews (the language they use tells you what they value!) And what to say in your marketing!*

.....

The NEXT Question Is: HOW Do They Want It Delivered?

Ask them!

- Book
- Home Study Course
- Teleseminar
- Webinar
- Membership Site
- Seminar/Workshop
- 1on1 Consulting
- Done for you service

(I've listed them in order of perceived value lowest to highest / top to bottom)

You might deliver several of these!



When you know the answer to those questions!

You've found your mojo, you've got your niche market. You've changed the direction you're heading in and it's complementary to the essence of who you are, when you find that, you're no longer acting out of line with something that isn't important to you, constantly needing motivation.

Now you'll naturally take massive action because you're in line with that which is most meaningful to you. We always act on what means the most to us. You won't need to find anyone or anything to motivate you.

When I speak to you about aligning your core values. **What we are really talking about here is aligning your core activities with your core values!** If you want to be inordinately successful, serve people with similar core values to your own! Build your vision and business around that!

This is the 1 difference between the 3-5% who are successful LONG term and the 95-97% who wish they had any success at all! They BUILT a vision!



WHAT'S YOUR VISION?



BUSINESS:

- How many people do you want to reach.....?
- What other products/services do you think they will need in future (ask them).....?
.....
- What do you want this business to accomplish over your lifetime.....?
.....
- Is this a business you want to sell.....?
- Do you want to leave it as a legacy to your children.....?
- What are you long term revenue goals.....?
- How much net income would you be making.....?
- How much money would you be pulling out, to live the life of your dreams.....?
- How many employees do you have.....?
- Do you have an office or are you virtual.....?
- Where would the location of your business be.....?



SPIRITUALLY:

You're Relationship With Creator.....
.....

Enlightening Others.....
.....

Character/Integrity.....
.....

MENTALLY/EMOTIONALLY:

Improve Memory.....
.....

Control Emotions (Circumstances, People, Challenges).....
.....

RELATIONSHIPS:

Top Experts/Celebrities/Companies you want to be friends with, JV Partnerships.....
.....
.....



FAMILY:

What do you want to do for them.....

.....

.....

.....

How Much Time together.....

.....

What improvements to quality of relationships (more patient, more loving, fun, admired, respected, more present, make amends)

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Who with Spouse/Partner, Children/Grand Children, Parents/Grand Parents, Aunts/Uncles, Cousins?

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CAREER:

Milestone Achievements (Friends/Followers/Subscribers/Views/Sales)

.....

Share Stage With.....

Interview.....

Interviewed by TV/Radio.....

Awards.....

Records.....

Recognised as.....

Testimonials.....

Coach.....

Mastermind.....

What will it cost.....

.....?



FITNESS FEATS:

(Marathon, Climb Mountain, Bench Press, 100 Press Ups, Dunk, Ski, Surf, Back Flip, Splits, Gymnast,
Run a Certain Distance in a Certain Time, Cycle).....

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BODY/HEALTH:

Lose Weight, Gain Muscle, Six Pack, Body Builder, Athletic.....

Nails, Hair, Skin.....

Quit Smoking/Drinking.....

Food/Supplement/Personal Trainer.....

What will it cost.....?

LIFESTYLE:

Shopping.....

Restaurants.....

Weekend Breaks.....

Holidays (Jet/Yatch/Island).....

Experiences/hobbies.....

How Often.....?

What will it cost.....?



MATERIAL:

House

How Big sqft..... How many bedrooms.....
How many acres..... Build/Buy, New old.....
Furnishing, Bed, Sofas, Table, Chairs, Ornaments, Art, Gym, Swimming Pool.....
.....

What will it cost?

Stamp Duty..... Insurance.....
Fees..... Cash.....
Deposit..... Mortgage.....
Searches..... Council tax/property state tax.....
Running Cost.....

Bike/Car/Boat/Plane

Which Make..... Which Model.....
Colour Outside..... Interior.....
Private Plates..... Sound System.....
Rims..... Engine Re-map.....

What will it cost?

Cash..... Car Payments.....
Insurance..... Gas.....
Road tax.....



Clothes

Dresses..... Suits.....
Shoes/Trainers..... Handbags.....
Jeans..... Shirts/Blouse.....
Trousers/Skirts..... Cufflinks.....
Sunglasses..... Watch.....
Ties.....
What will it cost.....?

CONTRIBUTE:

Which Causes..... How Much/% Your Income?
Monthly /One Off..... How Much Time Volunteering.....?

REMOVE STUFF YOU DON'T WANT TO DO:

Cooking, Cleaning, Errands.....
Who Can Take This From You? (Housekeeper, chef, personal assistant, Baby Sitter).....
.....
What will it cost.....?



PROCRASTINATION ANNIHILATION BLUEPRINT



FINANCIAL GOALS

Savings/Reserves.....

Debts.....

Income.....

Investments (Real Estate, Gas, Oil, Stocks)

TOTAL.....

ON-GOING RUNNING COSTS

Monthly/Annual Total (x2):

Mortgage..... Property/Council Tax.....

Groceries..... Utilities.....

Subscriptions (TV, Mobile/Cell Phone)

Insurances (car, house, life)

Petrol/Gas..... Road Tax.....

Supplements.....

Personal Team: Housekeeper, Chef, Baby Sitter, Personal Assistant.....

Enjoyment: Restaurants, weekend breaks, Holidays, Experiences/hobbies.....

Personal Improvement: Coach, Mastermind, Personal Trainer.....

TOTAL.....

FIXED COST TOTAL

House..... Car

Clothes.....

TOTAL.....



SUM TOTAL

FIXED COST.....

+ ANNUAL TOTAL OF MONTHLY COSTS.....

+ FINANCIAL GOALS.....

= (x2) TAX

YOUR VISION NUMBER (INCOME)

**You Probably Won't Achieve All of This In ONE Year,
So What Do You Want To Achieve In:**

1 YEAR.....

.....
.....

2 YEARS.....

.....
.....

3 YEARS.....

.....
.....

4 YEARS

.....
.....

NOW YOU HAVE WHAT WE CALL A VISION!



REVERSE ENGINEER IT!



What Will I do for this reward.....?
(See the Billion Dollar Question)

What product/service are you offering.....?

How much are you selling it for.....?

How many people do you need to serve to get earn your **Fixed Cost** income number.....?

How many people do you need to serve to get earn your **Monthly Cost** number.....?

How many people do you need to serve to get earn your **Vision Number**.....?

How many visitors do you need to make a sale.....?

How many visitors do you need to earn your **Fixed Cost** income number.....?

How many visitors do you need per..... monthweek..... day?

How many visitors do you need to earn your **Monthly Cost** number.....?

How many visitors do you need per..... monthweek..... day?

How many visitors do you need to earn your **Vision Number**.....?

How many visitors do you need per..... monthweek..... day?

Now all my effort should be focused on getting.....TOTAL visitors per day

**NOW YOU NEED TO MAKE A RESOLUTE DECISION THAT THIS
IS WHAT YOU WILL ACCOMPLISH AND STAY COMMITTED TO
IT, UNTIL IT COMES TO FRUITION!**

Now all you do is focus on service. Creating that product or service
(make sure it's something people are hungry for) And you offer it, tell
everyone about it, relentlessly pursue client relationships. And get your
service into their hands. You will have your reward.

Pay Contributions, Pay Yourself, Pay Your Dream, Pay Others

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Get a **BRILLIANT** reason, why you **MUST** achieve what you desire!

Which will make you follow through... Remember it's not money you want! It's the things it gives you, then you realise it's feelings you will get from having what you want that you are really after?

So what is your Brilliant reason why.....

.....

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How awesome will it feel when you have it.....

.....

.....

Get a **PAINFUL** reason, why you can't miss out on what you desire! You have to decide what YOU won't give up on.....

.....

.....

.....

Then the next part of this is, EVERY single day, and here's the key not every other day, not every 3 days, not sometimes, but not always....

Every day for 5 minutes, look at your vision, Imagine, having it, get emotionally involved, feel what it feels like. Enjoy It!

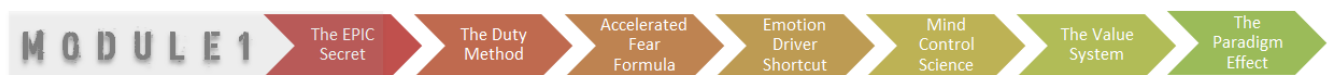
Close your eyes to emotionalise it and pretend.

ACT as if it's real.



THE DOERS MIND PATTERN BLUEPRINT - INNER GAME

How to Completely Annihilate Procrastination Habits



THE SCIENCE OF HABITUAL ACTION - OUTER GAME

Design and Manifest Your Epic Life In 1-3 Years

