



FROM THE BEST-SELLING AUTHOR OF MAXIMUM INFLUENCE...

MILLIONAIRE PSYCHOLOGY

THE SCIENCE OF WEALTH, PROSPERITY AND SUCCESS

Workbook

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Congratulations on your final step to true success and financial independence. Are you excited? I am excited for you. You have found the solution. Many have wondered what is taking so long during their pursuit of financial independence. Millionaire Psychology will enable you to learn all the critical, essential skills of becoming a multi-millionaire. You have to start thinking, acting and doing what millionaires do. Whether you want wealth or any aspect of success, the rules, the programming and the techniques are the same.

How often does the law of gravity work? It works every time. How often do the laws of wealth and achievement work? These laws work every time. When you follow the system you will see success. Face it, society has taught you the wrong techniques and principles about reaching financial independence. Put on your seatbelt, follow this system and prepare for an exciting future.

Why are some people super-successful, while others dwell in mediocrity? Ask almost anyone out there, and I bet they'll say they want more out of life. They want to be better, to accomplish more or to pursue those buried and forgotten goals. So, why do so many of us fall short of achieving our dreams and our destiny? We all want success. We all want to be happy. We all want to be self-disciplined and fulfill our wildest dreams. In fact, we don't just want success; we want *massive* success. We want to accomplish great feats and to be the best at what we do. And we want it all now. We know many of the things we should be doing to be happier, to be more physically fit and to be more financially secure. We know we should set our goals, manage our time, and spend more time with our families, exercise, eat right, work hard, sleep more and have a positive mental attitude. Let's make it happen. Success and wealth is an "open book test." All the answers are there and this course will give them to you.

Life is a fantastic game. We can spend our time either training and winning or waiting in the bleachers of life, watching and wishing we were on the field doing the things we really know we can and want to do. You are in charge of your life. How you live is your decision and yours alone. You can make excuses and rationalize all day why you are not on the field. You must decide you want to be in the game, that you want to enjoy the victories as well as suffer the bruises and defeats. This course is not about your past excuses, but about your future success.

This program and training is proven and tested to teach you the skills and mindset of the super successful. You must understand that I will not sugar coat reality, but will give you the truth. I will tell you exactly what to do. Be aware that implementing Millionaire Psychology is like exercising for the first time in 5 years. It might feel awkward, but as you continue to exercise it starts to feel good and you actually love to do it. It might hurt a little as you rip yourself out of your comfort zone of mediocrity. Your current comfort zone has not made you successful or wealthy. So let's develop those million dollar habits. Then you can master your life and income and together we can make the world a better place.

Kurt W. Mortensen

1. Permission to Win

Self Assessment

1. Rate your core competence. (Your specific business knowledge)

| | | | | | | | | | |
|--------|---|---|---|---------|---|---|---|---|--------|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Rookie | | | | Average | | | | | Expert |

2. Are you taking full responsibility for your failures?

| | | | | | | | | | |
|-------|---|---|---|-----------|---|---|---|---|--------|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Never | | | | Sometimes | | | | | Always |

3. How often do you blame others for your current situation?

| | | | | | | | | | |
|--------|---|---|---|-----------|---|---|---|---|-------|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Always | | | | Sometimes | | | | | Never |

4. When you face a challenge/problem in your life, does that make you:

| | | | | | | | | | |
|--------|---|---|---|------|---|---|---|---|----------|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Weaker | | | | Same | | | | | Stronger |

5. What is directing/controlling your life?

| | | | | | | | | | |
|------|---|---|---|---|---|---|---|---|------------|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Mood | | | | | | | | | Commitment |

6. How easy is it for you to leave your comfort zone?

| | | | | | | | | | |
|-----------|---|---|---|---------|---|---|---|---|------|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Difficult | | | | Average | | | | | Easy |

7. How often do you resent/despise those who have obtained wealth/success? (Even Family & Friends)

| | | | | | | | | | |
|--------|---|---|---|-----------|---|---|---|---|-------|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Always | | | | Sometimes | | | | | Never |

8. How often do you wait for everything to be perfect before you start a difficult task?

| | | | | | | | | | |
|--------|---|---|---|-----------|---|---|---|---|-------|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Always | | | | Sometimes | | | | | Never |

9. Have you found your purpose/passion?

| | | | | | | | | | |
|----|---|---|---|----------------|---|---|---|---|------------|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| No | | | | Getting Closer | | | | | Definitely |

10. When people criticize your dreams/goals, does this set you back?

| | | | | | | | | | |
|--------|---|---|---|-----------|---|---|---|---|-------|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Always | | | | Sometimes | | | | | Never |

Total Score _____

1. Permission to Win

Questions

1. What is your definition of success (not societies)?
2. Why do you deserve success?
3. What will you do when you feel like giving up and your mood is stronger than your commitment for success?
4. How do you know this is your year? How do you know it is time to turn your dreams into reality?
5. What area of your life is still being neglected because of blame? Are you taking full ownership for where you are, what you have and what you've become?
6. What is holding you back from achieving your goals/dreams? (Brakes)

7. What is moving you forward and making you excited about your future? (Gas)

8. What is the exact amount of wealth you want to accumulate in the next 12 months? Why? Do you really believe you can accomplish this? Why?

9. What are your three greatest strengths?

10. What are your three weaknesses that are holding you back?

11. What do you see as your biggest hurdle to financial independence?

12. What is your passion? Answer the next 5 questions to fine tune your purpose in life.

a) You just inherited 10 million dollars and you no longer need to pursue wealth. What would you do with the rest of your life?

b) You are granted one wish from a genie. You can change one thing in the world, what would it be?

c) You are 95 years old and have accomplished everything you wanted in your life. How will you be remembered? Write your own eulogy.

d) If you only had one year to live, how would you spend your time?

e) If you knew you could not fail and there is one thing you want to do. And were guaranteed you would be successful. What would you do?

I hereby give myself permission to win _____
(Sign Here)

2. Attraction Self Assessment

1. How often do you attract negative, unwanted things into your life?

| | | | | | | | | | |
|--------|---|---|---|-----------|---|---|---|---|-------|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Always | | | | Sometimes | | | | | Never |

2. Do you have a loser's limp or make a pre excuse to fail before you attempt something new?

| | | | | | | | | | |
|--------|---|---|---|-----------|---|---|---|---|-------|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Always | | | | Sometimes | | | | | Never |

3. How often do you feel like you will become a millionaire and achieve success?

| | | | | | | | | | |
|-------|---|---|---|-------------|---|---|---|---|-------|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Never | | | | Once a week | | | | | Daily |

4. Do you feel you have the right to wealth?

| | | | | | | | | | |
|-------|---|---|---|-----------|---|---|---|---|--------|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Never | | | | Sometimes | | | | | Always |

5. Do you ever feel like you are the victim and have no control over your future?

| | | | | | | | | | |
|--------|---|---|---|-----------|---|---|---|---|-------|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Always | | | | Sometimes | | | | | Never |

6. Are your thoughts mostly positive or negative?

| | | | | | | | | | |
|----------|---|---|---|-------|---|---|---|---|----------|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Negative | | | | 50/50 | | | | | Positive |

7. When you visualize your wealth and success, does that make you nervous or excited?

| | | | | | | | | | |
|---------|---|---|---|---------|---|---|---|---|---------|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Nervous | | | | Neutral | | | | | Excited |

8. When you look at your current situation and look towards the future do you feel hope or despair?

| | | | | | | | | | |
|---------|---|---|---|---------|---|---|---|---|------|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Despair | | | | Neutral | | | | | Hope |

9. Rate your current confidence level?

| | | | | | | | | | |
|-----|---|---|---|---------|---|---|---|---|------|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Low | | | | Average | | | | | High |

10. How often do you suffer from learned helplessness (why try - it won't work mentality)?

| | | | | | | | | | |
|--------|---|---|---|-----------|---|---|---|---|-------|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Always | | | | Sometimes | | | | | Never |

Total Score _____

6. What is your dominate thought? What is your burning desire?

7. What are you really worth? What can you make each year? Have you sabotaged your income because you believe you are not worth that much?

8. What is your loser's limp or your pre excuse for failure?

9. Identify three of your learned helplessness traits (why try - things just won't work out)?

10. Why have you been a victim? (in certain areas of your life) How will you rise above and take control of your life?

3. Motivation Self Assessment

1. Rate your self-discipline on a daily basis.

| | | | | | | | | | |
|------|---|---|---|---------|---|--------|---|---|----|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Weak | | | | Average | | Strong | | | |

2. How often do you procrastinate?

| | | | | | | | | | |
|--------|---|---|---|-------|---|--------|---|---|----|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Hourly | | | | Daily | | Weekly | | | |

3. When does fear prevent you from doing what you need to be doing?

| | | | | | | | | | |
|--------|---|---|---|-----------|---|-------|---|---|----|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Always | | | | Sometimes | | Never | | | |

4. How often does the fear of failure prevent you from doing something new?

| | | | | | | | | | |
|--------|---|---|---|-----------|---|-------|---|---|----|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Always | | | | Sometimes | | Never | | | |

5. Rate your ability to motivate yourself.

| | | | | | | | | | |
|-----------|---|---|---|---------|---|------|---|---|----|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Difficult | | | | Average | | Easy | | | |

6. Rate yourself on your ability to make and achieve your goals?

| | | | | | | | | | |
|-------|---|---|---|-----------|---|--------|---|---|----|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Never | | | | Sometimes | | Always | | | |

7. Do you have the courage to dream big and feel you can reach those dreams?

| | | | | | | | | | |
|-------|---|---|---|-----------|---|--------|---|---|----|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Never | | | | Sometimes | | Always | | | |

8. How often are you aware of your self-talk?

| | | | | | | | | | |
|-------|---|---|---|-----------|---|--------|---|---|----|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Never | | | | Sometimes | | Always | | | |

9. Rate yourself on your ability to go from a low/negative mood to a positive mood.

| | | | | | | | | | |
|-------|---|---|---|-----------|---|--------|---|---|----|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Never | | | | Sometimes | | Always | | | |

10. How often does ridicule, criticism, or opinions suck the energy out of you?

| | | | | | | | | | |
|-------|---|---|---|-----------|---|--------|---|---|----|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Never | | | | Sometimes | | Always | | | |

Total Score _____

3. Motivation

Questions

1. How can you tell if your willpower/self-discipline battery is low? What are the signs?
2. What events/emotions throughout the day are draining your battery/will-power?
3. How can you recharge your battery and get back on track?
4. What are you putting off or avoiding to prevent the risk of failing?
5. How are you going to address your fear of failure?

6. What is your main over riding goal this year?

7. What is your game plan to achieve that goal?

8. Why do you really want to accomplish that goal?

9. What inspires you to achieve wealth and success? How will it benefit your life?

10. What scares you about not becoming wealthy?

4. Power Tools Self Assessment

1. Rate your persistence level on a daily basis?

| | | | | | | | | | |
|------|---|---|---|---------|---|---|---|---|--------|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Weak | | | | Average | | | | | Strong |

2. How often do you ask others for what you want?

| | | | | | | | | | |
|-------|---|---|---|-------------|---|---|---|---|-------|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Never | | | | Once a week | | | | | Daily |

3. Rate your time management skills.

| | | | | | | | | | |
|------|---|---|---|---------|---|---|---|---|--------|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Weak | | | | Average | | | | | Strong |

4. Rate your ability to make quick, timely decisions.

| | | | | | | | | | |
|-------|---|---|---|-------------|---|---|---|---|-------|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Never | | | | Once a week | | | | | Daily |

5. How many new friends/colleagues/associates do you add to your network every month?

| | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|----|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
|---|---|---|---|---|---|---|---|---|----|

6. How many mentors/coaches/experts do you consult with on a monthly basis?

| | | | | |
|---|---|---|---|---|
| 1 | 2 | 3 | 4 | 5 |
|---|---|---|---|---|

7. How many groups/teams do you meet with on a monthly basis?

| | | | | |
|---|---|---|---|---|
| 1 | 2 | 3 | 4 | 5 |
|---|---|---|---|---|

8. Rate your people skills.

| | | | | | | | | | |
|-----|---|---|---|---------|---|---|---|---|------|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Low | | | | Average | | | | | High |

9. Rate your persuasion skills. (see www.persuasioniq.com)

| | | | | | | | | | |
|-----|---|---|---|---------|---|---|---|---|------|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Low | | | | Average | | | | | High |

10. How many hours a week do you spend on your personal development program?

| | | | | | | | | | |
|------|---|---|---|-----|---|---|---|---|--------|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| None | | | | Ten | | | | | Twenty |

Total Score _____

4. Power Tools

Questions

1. What millionaire/expert can you take to lunch this month? What are the 5 questions you are going to ask him/her?
2. How can you stay more focused and persistent towards your main objective?
3. What is the biggest waste of your time? How are you going to fix it?
4. Where should you be spending most of your time?
5. List 5 ways you are going to enhance your personal development program?

6. How are you going to start making decisions quickly and promptly? Why are you spending so much time thinking about it? How are you going to fix it?

7. What is your greatest persuasion weakness? How can you fix it?

8. What is your greatest need/weakness in your life or business? How can you put together a team to create synergy and fix it? Or who can mentor you?

9. Who are the people in your life that will support, motivate and uplift you? How can you spend more time with them?

10. Who is pulling you down, sucking the energy out of you, and you need to avoid like the plague? (use a code name if you have to)

5. Programming Self Assessment

1. Rate you self-esteem. (How much you like yourself)

| | | | | | | | | | |
|-----|---|---|---|---------|---|---|---|---|------|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Low | | | | Average | | | | | High |

2. How often do you see, taste, touch, feel and visualize your wealth and success?

| | | | | | | | | | |
|--------|---|---|---|-------|---|---|---|---|--------|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Hourly | | | | Daily | | | | | Weekly |

3. Are your thoughts focused on your vision of the future or worrying about the past/present?

| | | | | | | | | | |
|-------|---|---|---|---|---|---|---|---|--------|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Worry | | | | | | | | | Vision |

4. Rate your programming of your subconscious mind for success and wealth.

| | | | | | | | | | |
|------|---|---|---|------|---|---|---|---|-------|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Poor | | | | Weak | | | | | Great |

5. The feeling of wealth produces wealth. How often do you feel wealthy?

| | | | | | | | | | |
|-------|---|---|---|-------|---|---|---|---|--------|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Never | | | | Daily | | | | | hourly |

6. Are your goals consistent with your beliefs?

| | | | | | | | | | |
|-------|---|---|---|-----------|---|---|---|---|--------|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Never | | | | Sometimes | | | | | Always |

7. Are your actions consistent with your goals?

| | | | | | | | | | |
|-------|---|---|---|-----------|---|---|---|---|--------|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Never | | | | Sometimes | | | | | Always |

8. When you look at your future potential, do you feel excitement or apprehension?

| | | | | | | | | | |
|--------------|---|---|---|---|---|---|---|---|------------|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Apprehension | | | | | | | | | Excitement |

9. How often do conflicting beliefs hold you back?

| | | | | | | | | | |
|--------|---|---|---|-----------|---|---|---|---|-------|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Always | | | | Sometimes | | | | | Never |

10. How strong is your conviction for wealth and success?

| | | | | | | | | | |
|------|---|-------|---|------|---|---|--------|---|------------|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Wish | | Dream | | Hope | | | Desire | | Conviction |

Total Score _____

5. Programming Questions

1. Do you think there is virtue in poverty? Why or why not?
2. Do you have an abundance mentality? Do you think there is enough to go around?
3. Have you claimed the right to wealth? Why or why not?
4. Do you feel your subconscious mind is programmed for success and wealth? How will you improve your subconscious mental programming?
5. What are your negative emotions telling you that you need to do/change?

6. Are you giving your negative thoughts a place to grow? How do you know?

7. What is your dominate thought? Is that the right one? Do you need to change it? If so, what will be your new dominate thought?

8. How can you spend more time working on your vision of the future, instead of spending time in the present state of worry?

9. What are your incompatible beliefs? What is your solution to synchronize your beliefs?

10. How do you plan to turn your beliefs, dreams and hopes into conviction?

6. Alignment Self Assessment

1. How often do your moods impede you from achieving success and wealth?

| | | | | | | | | | | |
|--------|---|---|---|-----------|---|---|---|---|----|-------|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | |
| Always | | | | Sometimes | | | | | | Never |

2. What percent of your emotions (on average) are positive vs negative?

| | | | | | | | | | |
|----|-----|---|-----|---|---|-----|---|------|----|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| 0% | 25% | | 50% | | | 75% | | 100% | |

3. Rate your enthusiasm for life.

| | | | | | | | | | | |
|------|---|---|---|---------|---|---|---|---|----|--------|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | |
| Weak | | | | Average | | | | | | Strong |

4. How often do you feel happy?

| | | | | | | | | | | |
|--------|---|---|---|-------|---|---|---|---|----|--------|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | |
| Weekly | | | | Daily | | | | | | Hourly |

5. Rate your ability to show empathy towards others.

| | | | | | | | | | | |
|------|---|---|---|---------|---|---|---|---|----|--------|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | |
| Weak | | | | Average | | | | | | Strong |

6. Rate the majority of your habits.

| | | | | | | | | | | |
|----------|---|---|---|-------|---|---|---|---|----|----------|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | |
| Negative | | | | 50/50 | | | | | | Positive |

7. How often does your life feel out of balance?

| | | | | | | | | | | |
|--------|---|---|---|-------|---|---|---|---|----|--------|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | |
| Hourly | | | | Daily | | | | | | Weekly |

8. Rate your sense of humor and ability to laugh at yourself.

| | | | | | | | | | | |
|------|---|---|---|---------|---|---|---|---|----|--------|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | |
| Weak | | | | Average | | | | | | Strong |

9. How is your ability to make changes and make adjustments in your life to achieve your goals?

| | | | | | | | | | | |
|------|---|---|---|------|---|---|---|---|----|-------|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | |
| Poor | | | | Weak | | | | | | Great |

10. Rate your optimism level.

| | | | | | | | | | | |
|------|---|---|---|---------|---|---|---|---|----|--------|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | |
| Weak | | | | Average | | | | | | Strong |

Total Score _____

6. What habits are holding you back? What new habits will you acquire to replace your bad habits?

7. Why did you start this habit?

8. What would be the results if you did not make the changes found in this course?

9. How can you gain more control of your life?

10. What is your purpose in life? How will you make the world a better place with your new wealth?

Your Millionaire IQ Score

Permission to Win **Score** _____

Attraction **Score** _____

Motivation **Score** _____

Power tools **Score** _____

Programming **Score** _____

Alignment **Score** _____

Total Score _____

600-501 **Excellent**

500-401 **Great**

400-301 **Good**

300-201 **Poor**

Below 200 **There is always hope**