

## **Tapping the Power of Your Mind**

There are several keys great persuaders use to unlock the power of mental programming in their lives. As you work to implement these new ideas and strategies, you will notice a broad shift in your thinking, attitude, behaviors, and income. You may even find that some of your goals and desires shift. The use of mental programming will sharpen your focus, make your investments of time and energy more productive, and increase your effectiveness all around. Never, ever forget: You won't achieve it unless you can see it. You won't be it until your mind believes it! Want to know where you mentally rank with millionaires. Do you want to know your strengths and weaknesses? Remember success and wealth is an open book test. If you want financial independence you need to think, act and do what millionaires do.

## **The Fox and the Grapes: A Fable**

One hot summer's day, a fox was strolling through an orchard when he came upon a bunch of grapes. The tempting fruits were just ripening high on a vine, which was hanging over a lofty branch. "Just the thing to quench my thirst and appetite," said the fox. Backing up a few paces, he took a run and a jump, and missed the grapes. Turning round again with a "One, two, three," he jumped up, but with no greater success. Again and again, he tried after the tempting grapes, but at last had to give it up. He walked away with his nose in the air, saying "I'm sure those grapes are sour anyway."

*Meaning:* You may not achieve your dream right away, but don't give up, or even worse, decide it was never worth pursuing in the first place. Keep trying. Find new ways to go after what you want.