THE WINNING STATE OF MIND
UNSTOPPABLE CONFIDENCE & SUCCESS!

Exposing the Inner Villain Part 1

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DEAN GRAZIOSI

THE WINNING
STATE OF MIND

Unstoppable Confidence & Success!

Exposing the Inner Villain Part 1
INTRODUCTION

First off, I commend you on taking action to enhance and dramatically improve your life. Many of us focus so much attention on our work, our meetings, our friends, our families and so many other things on our schedule that we rarely carve out the time for the one person who needs it the most… And that’s our inner “Us”.

When most people think of personal development or working on empowering their inner self, they feel that it’s exclusively for those people who have “Big Problems”. Of course no matter the problem, the right strategies in the right order will make a massive positive impact. But it’s also for anyone who is sick of sticking to the status quo or the feeling that everything is “Ok…” Why be good when you can thrive and be outstanding? You deserve outstanding and I am honored to be able to share some simple strategies that can help be your highway to the life you deserve. Not once in a while but all the time!

There are a couple simple solutions that I’m so excited to share with you in this training… In an easy to understand and easier to apply format, I believe I have created one of the best and quickest ways ever created to fast track your efforts to find success in all areas of your life.

Hundreds of people claim to be “self-help gurus” but I’ve found they don’t truly understand what people need in order to actually achieve a life of wealth, abundance, happiness, accomplishments, confidence, love, prosperity and freedom. I’m not perfect and I surely didn’t invent how to be successful and happy. However, I believe that in this training you will discover that I have found an easier way for you to unlock your true potential and thrive in a way you deserve.
Welcome Message From Dean:

As bad as this may sound, there are a couple simple solutions to most people’s hardest problems… and guess what, I know what they are. In an easy to understand and easier to apply format, I have created what I believe to be one of the best training programs and workbooks in the last decade. This may be the best training you ever get to find success in all areas of your life. Whether it be more money, more freedom, more smiles, or less stress.

Hundreds of people claim to be “self-help gurus” but they don’t truly understand what people need to adjust their mind and their lives… I do. So ride along this incredible journey to wealth, abundance, happiness, accomplishments, confidence, love, prosperity and freedom with me. You won’t regret it :)

Best,

Dean Graziosi
Part I
Exposing The Inner Villain

Where are you and where do you want to go?

“The greatest discovery of my generation is that a human being can alter his life by altering his attitude of mind.” – William James

“I’ve never been poor, only broke. Being poor is a frame of mind. Being broke is a temporary situation.” – Mike Todd

GLOSSARY - STORY I TELL MYSELF:
Is there a story you tell yourself that prevents you from achieving those goals you’ve always wanted? Usually everyone has one. No matter how big or how small, you can change your story to help overcome obstacles and find a true path to transform your life.

GLOSSARY - UNIQUE ABILITY:
What are you best at? What skills are in the core of your success sphere?

GLOSSARY – STATE:
Your state can be considered closely related to your state of mind. However it entails your mind, spirit and physical state. It is like an alert cognitive feeling in which you are aware of yourself and your situation to the nth degree.
GLOSSARY – THERMOSTAT NOT THERMOMETER:

Don’t let outside circumstances control you and affect the way you live life. Change your state of mind and confidence and create a compelling future.

NOTES:
THE WINNING STATE OF MIND

4:13 1. State of Mind
2. Confidence

CHANGE YOUR STATE IN A MOMENT

GLOSSARY - VILLAIN WITHIN:
That little voice in the back of your head saying “Don’t take that leap of faith… don’t step outside your comfort zone… don’t try something new” That inner voice trying to hold you back from your dream future because it is scared or nervous.

GLOSSARY - RELEASE YOUR INNER HERO:
Your inner hero is that person that you truly have the potential to become. That dream person you envision when you think about who you WANT to be. And when you can release that dream person and not hold back then that inner hero can guide you along your way.

GLOSSARY - LIMITING BELIEFS:
Limiting beliefs are those beliefs you have that are completely stopping you in your tracks from moving forward and upward in life… “Oh I can’t do this I am too old… This isn’t for me I don’t have time… This stuff is only for people with money” Limiting beliefs are those lies you tell yourself that hold you back from success.

NOTES:
9:23 GENA HORIATIS STORY – “Baby Boomer on Steroids” is how Dean has described Gena. She was a stay-at-home mom for twenty plus years and a piano teacher when Dean came right into her family room via an infomercial in 2009. That started a transformation possible only through real estate investing. Gena ordered Dean’s books and took his advanced education. She was runner up in the 2010 “Send Me Away Dean” contest and as a result attended her first EDGE event.

Gena began mentoring for the Boots on the Ground and One on One program in 2012. She is gratified to help others change their lives through real estate! A “housewife” traveling across North America, Guam and New Zealand, she considers herself blessed beyond measure. Gena has also had the great privilege of participating in several livecasts with Dean, being an “Expert” on the Insider Elite website, and teaching online classes with her good friend and colleague, Andrea Weule.

Gena is focused on flipping and holding properties in several remote markets, making extensive use of private money and self-directed IRA funds. She loves having her son John as her business partner. Together, in addition to managing their remote territories, they focus on wholesaling and lease options in the Seattle market.
Gena’s greatest joy remains being married to a gorgeous Greek named Nick for 37 years and being mom to John, Liz, son-in-law Ryan, Grace and Hannah.

“I have to be honest with you, it wasn’t a magic pill that Gena took that changed her life. There wasn’t a magic button and she didn’t win the lottery... When she changed her state and she changed her story, her emotions changed and she attacked the world and changed everything!

Your emotions, your thoughts, your state and your story is your life. It’s time to change YOUR story.” – Dean Graziosi

“The world is what we think it is. If we can change our thoughts, we can change the world.” – H.M. Tomlinson

11:54 Carol Stinson – Carol is from New Jersey and a mom of seven who was literally down to her last $30 in the world when she ordered one of Dean’s books and started her transformation.
Carol, a previous winner of the “Send Me Away Dean” contest, is now a nationwide real estate investor, wholesaler, Boots on The Ground trainer and One on One mentor, helping Dean Graziosi’s students achieve success in real estate. Her own success journey began in 2008 when she was first introduced to Dean’s brilliant teachings in Be a Real Estate Millionaire. Since then she has become a successful real estate entrepreneur and a nationally recognized advocate and mentor for the Dean Graziosi community.

Recently, she has redefined her passion for helping others succeed, not only in real estate, but in life. Having had to overcome mindset obstacles herself in her pursuit of success, Carol is dedicated to assisting others do the same. Through her involvement in Dean’s Insider Elite program, conducting live chats, answering questions, posting Daily Wisdom videos and writing forum contributions she is able to guide others to break free from mindset barriers that hinder them from reaching their full potential and achieving the success they desire.

“I feel so blessed that I met Carol and got to show her that she COULD change her story, change her state and change where she lived emotionally.

Now it’s hard to even recognize this woman! She went from this beat-up, tired woman that looked like life just kicked her ass to this freaking machine! She took life into her own hands and started her own company! She went and took ownership of life again. She ended up buying a house, buying a new car and sent her kids to college.

It blows my mind... But you know when it all happened? It happened when she changed her state, changed her story, built the confidence, and didn’t let life determine where she was going or how she felt. She became the thermostat, not the thermometer...”

– Dean Graziosi

GLOSSARY - PERSONAL DEVELOPMENT:

Personal development is activities that improve awareness and identity, develop talents and potential, build human capital and facilitate employability, enhance quality of life and contribute to the realization of dreams and aspirations.
**WHERE ARE YOU?**

**WHERE DO YOU WANT TO GO?**

**HOW ARE YOU GOING TO GET THERE?**
“All change starts with telling the truth.”

“That player must accept the cards of life deals him or her. But once they are in hand, he or she alone must decide how to play the cards in order to win the game.”
– Voltaire
26:00 SECTION 1 - Exposing The Villain Within

Find out how to expose it, why it’s there and how to kill it once and for all… In this section we are going to expose the inner villain that gives you self-doubt, holds you back, and gives you stories that create your negative emotions. We call it the “villain within”.

27:34 THE STORY OF THE 2 WOLVES – A Navaho Indian tells her grandson a story about 2 wolves that lives inside of him. One wolf is jealous, bitter, has envy, has a scarcity mindset and believes everything in the world is wrong. That wolf thinks that people are no good and nothing good ever happens to it. Then there’s another powerful wolf who also lives inside of you that has empathy, love, passion, knows they can accomplish anything and see’s the bright side of anything. They always view the glass half full. Then the Grandson asks, “Well, what wolf wins Grandma?” and she replies, “The one you feed grandson.”

NOTES:
GLOSSARY – SCARCITY MINDSET:

A scarcity mindset is when you program your mind to look at the little picture in everything that you do. When you think about your future, rather than thinking about all the success you can have, you think of all the struggles you may encounter. Instead of envisioning your amazing new life, you think of all the possible things that could go wrong.

“You can’t push anyone up the ladder unless he is willing to climb himself.”
– Andrew Carnegie

“Circumstances do not make the man or woman, they merely reveal them.”
– Brian Tracy

“You don’t have to get it perfect, you just have to get it going.”
– Mark Victor Hansen

29:10 PARASITE STORY – TIME TO EXPOSE IT!

NOTES:
EXPOSING THE INNER VILLAIN

KEEP THE NEW YOU ALIVE!

1. News - Take a 30 day news diet.

2. Work on Your Strengths - Ignore your Weakness.
   List what you're good at:
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3. Bad Advice - Evaluate if the free advice you're getting is really free!

4. Limiting Beliefs - What limiting beliefs have others given you?
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5. Do what others do!
Glossary - Bounce Back Rate:

A bounce back rate is how fast you can move on from something that happened to you. If something goes wrong, how long do you sit and sulk? And how fast are you back on your feet? In baseball if a pitcher gives up a home run and then complains about it, he has a slow bounce back rate. If he strikes out the next batter and thinks “what home run”, that is a fast bounce back rate.

Notes:
THE WINNING
STATE OF MIND

“Overcome your weaknesses by being great at what you’re already good at.”

“Don’t take advice from someone who doesn’t know… Be careful of the advice you get… If you want advice follow people who are doing it at a level you want or higher.

“When you follow what everybody else has, you get what everybody else has. I give you permission to forget all the guidelines. Forget all the rules society has put on you.”

NOTES:
What Changes WOULD YOU MAKE...

IF OTHER’S OPINIONS OR MONEY DID NOT MATTER?

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"Don't Quit by Author Unknown"

When things go wrong, as they sometimes will, when the road you're trudging seems all uphill, when the funds are low and the debts are high, and you want to smile but you have to sigh, when care is pressing you down a bit—rest if you must, but don't you quit.

Life is queer with its twists and turns.

As every one of us sometimes learns.

And many a fellow turns about when he might have won had he stuck it out.

Don't give up though the pace seems slow—you may succeed with another blow. Often the goal is nearer than it seems to a faint and faltering man; often the struggler has given up when he might have captured the victor's cup; and he learned too late when the night came down, how close he was to the golden crown.

Success is failure turned inside out—the silver tint of the clouds of doubt, and when you never can tell how close you are, it may be near when it seems afar; so stick to the fight when you're hardest hit—it's when things seem worst, you must not quit.