

RELATIONSHIPS IN BUSINESS

Are your relationships hurting or
helping your business?



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Relationships in Business

Do you remember that saying that goes, “If you keep on doing what you’ve always done, you’re going to keep on getting what you always got?” A lot of people believe that to be true. I don’t.

That saying suggests that nothing changes and that everything is going to remain static. That’s not true. The fact is, if you keep on doing what you’ve always done, it’s going to get worse, absolutely worse. What I want to discuss in this report is how we can make things better.

Here are two critical things:



RELATIONSHIP MATHEMATICS



WAITING and PROCRASTINATING

I know there are a lot of things to look at when it comes to business but relationships are one of the most critical things we have. No man is an island unto himself. Nothing great in the world has ever been accomplished in isolation. It always happens in groups or relationships.

Relationships are important. One of my mentors said, “Relationships are like currents. They’re either taking you towards the pit, or they’re taking you towards the palace.” All of our relationships are either links to our past or bridges to our future.

I've put relationships in four different categories. If you think about it, there are people in our lives that add, subtract, multiply and divide. If you want to put this on a sheet of paper, you can create a quadrant. On the left side you would have the people that create positive energy and on the right side you have the people that create negative energy. The people that create positive energy are the people that add to our life or help to multiply your life.

The people that create negative energy are the people that subtract from our lives, or divide. They try to create a wedge between us and our dreams.

Think about the people in your life. Who were the people that have come in and added? This can be personal or professional.

I have some great multipliers in my life and I look at these multipliers as people that have constantly looked to connect me with other people.

I also have to take the position - and you do too that if you look at yourself and look at your relationships, from your perspective, do you add and multiply or do you subtract and divide? If you were to ask the people in your life, would they say that you add and multiply or that you subtract or divide?

This is very important because the quality of the relationships that you have are what impact your life. They also impact your business.



Have you ever been excited about something and then gone home to tell your spouse or friend about it and you come up against a brick wall? All of a sudden this person is trying to create a wedge between your dream and your vision for your life. It is as if they are throwing water on top of this fire that you had burning inside of you. You no longer have the ambition to do it because this person has said something and now you have doubts. This happened because you took it to someone who is looking to divide. They have tried to create a wedge between you and what you want to accomplish. This person has created negative energy.

We can't question people's motives and that is not what I am talking about. What I want you to do is evaluate your relationships.

We're all socialized and we're designed for interaction; to be involved with other people. We have dependency. When I do seminars I'll ask people how many of you in here want financial independence. Everybody will raise their hand and I'll say, "There's no such thing." I say that to make a point.

If you think about it, you are always financially interdependent on other people. It doesn't matter if you run the business you operate. Unless you have figured out a way to buy and sell to yourself and create a fortune you are always going to need other people. This is something that you need to understand.

By understanding and appreciating that you can look at the quality of your relationships. You need to make sure that you are creating positive energy and that you have people in your life that create positive energy. This can sometimes mean that you will have to make hard decisions and let some relationships go. There are so many people that stay in relationships that are not healthy and that create negative energy because they are familiar with the relationship and because it is comfortable for them. You need to let

these relationships go because they are just creating a wedge between you and what it is you want to achieve.

Sometimes that hard decision is a very hard decision. Think about Intel. Intel used to be in the memory chip business. They were doing great at first but then the industry changed. They started to lose millions and millions of dollars. They had to make a decision because their business was just starting to sink. They could stay in that memory chip business and eventually become extinct or make the hard decision, cut their losses and move onto something else. They could use what was good about their company and move into another area where they could win and succeed.

Intel made the decision to let the memory chip business go. They got into the processing business and look where Intel is today.

Would Intel have been where they are if they didn't make the hard decision to let certain things go? What I am getting at here is that you need to evaluate your relationships. You have the power to choose who you're going to have a relationship with. Use that power.

Don't allow anybody to hold you hostage in a relationship. If you have to let it go, let it go. The right relationships can create an unbelievable amount of success for you and for them. The wrong relationships can destroy and take it all away.

Think about Mike Tyson's life. Mike Tyson was an unbelievable boxer but as he became more and more successful he started to create relationships with different kinds of people. He started to create the wrong relationships and as he added more and more wrong



relationships he completely destroyed himself and destroyed his career. This was not because of his talent or skills; it was because of the relationships he surrounded himself with.

The other thing I want to discuss in this report is a type of drug that has destroyed more lives than cocaine. It has even destroyed more lives than heart disease and more people are addicted to it than you know.

This drug is called **waiting and procrastinating**. It is very addictive. It's habit forming and it costs people their lives, their businesses their success, and their relationships.

What is the cause of this waiting and procrastinating? Most people would say it is fear but this doesn't really give us anything specific. I am going to give you at least three specific things that you can look at that I feel causes people to hesitate and procrastinate.

Those three things are being **undecided, unfocused and unlearned**. If you're undecided about what your life is supposed to be or what kind of business you want to get into then you're going to constantly procrastinate because you have no sense of direction.

If you're unfocused you have no clarity so it becomes easier for you to procrastinate and for you to wait and hesitate.

If you're unlearned; if you haven't developed the skills or the knowledge to move forward then you will have more hesitation and more procrastination.



While those may not be all of the root causes of people waiting and procrastinating, I believe that they are three main causes. If you address these specifically you will become decisive. You will be able to decide on what it is you ultimately want to create you're your life. You will know what vision you have for your business and for your personal life. It will also become easier to move forward when an opportunity arises. You won't need to wait or procrastinate because you will be clear.

If you are focused you are really clear. There are three dimensions of focus; what to focus on, when to focus and where to focus. When you have focus waiting and procrastination will become a thing of the past because you will have clarity.

If you are learned you will have the knowledge and the understanding. You will have the wisdom and the clarity. You will understand all the things that you want to be, do and have and experience will become available to you. You will move beyond the waiting and the procrastinating.

There are many people who could argue and say that they have waited on things and received benefits. The thing I want to point out is that being a habitual procrastinator and waiter has no great benefits to it. You are fooling yourself if you think there is a benefit in waiting.

You do need to look at the root cause so that you can go from being undecided, unfocused and unlearned to being decisive, focused and learned. This is what will help you to move beyond the thresholds and the paralysis of waiting and procrastinating.

When you move beyond these you will be moving forward with conviction and with concentrated effort. You will have focus and a vision about what you are looking to

create. Nobody is 100% when they move forward and there will always be times when you have to adjust.

As you move on with your business and as you strive for success you need to consider your relationships and you need to consider the procrastinating drug. You need to allow yourself to become more decisive and focused.

I know that you all have dreams in your hearts and minds and that you went into your business with good ideas. You might feel as if you have come up short or that you have missed the mark. Maybe you feel as if you are worse off now than when you started. I am here to tell you that you don't have to settle for mediocrity.

You don't have to continue to go around with the idea that you don't have enough or that something is constantly missing in your life. You don't have to feel as if somebody else is constantly holding the key to where you want to be. Every single resource that you need is already available to you. You just have to know how to go about using it and where and when to use it.

By helping you to learn how to think about certain things and to think in certain ways you will be able to create the life that you want to create personally and professionally.

It all starts right now. How are the relationships in your life? Who are the people that add, subtract, multiply and divide? How are you planning on making decisions and moving forward beyond waiting and procrastination? Can you see the impact and what it has already cost you to wait? If you continue to be a hesitator and a procrastinator what is it going to cost you?

You need to think about this and you need to do something about it. You need to assess your business and your relationships and make some decisions. You may have to let go of some of these relationships but this is a decision that only you can make.

From Street Thug To Buckingham Palace...

If You Are Sick And Tired Of Struggling To Make A Living, This Internet Millionaire Will Personally Hand You Everything You Need To Start Making Real Money On The Internet Right Away

The economy is still in a shambles and experts warn the worst is yet to come. The government bailed at the banks and the auto companies but no one bailed out the little guy...except for one Internet marketer.



It's a huge leap from the mean streets of Washington D.C. to Buckingham Palace, but Stephen Pierce was recently invited for dinner by Prince Charles. He's been featured on major

television news programs and speaks to packed houses around the world. He preaches a very unique message...

This Is The Best Time To Get Rich

This may be the toughest time in history to get a job. Homeowners are forced to walk away from their homes in the face of foreclosure. And the commercial real estate market is about to go down the toilet as well. Yet for many, life has never been better.

You see there is one sector of the economy that gets stronger every year. It's doing business on the Internet. And it seems everyone – from the big players to 80-year-old grandmothers – is getting in on the action. It seems the Internet has never heard the word recession.

Amazon.com was started in someone's garage. Today, it rakes in \$19,000,000,000 a year – that's 19 BILLION dollars. Stephen Pierce is going to show you how to claim your share of the online fortune.

Take Control of Your Life

For a lot of people, the hardest part about starting an Internet business is just getting started. To so many people, it seems so daunting. That's why Stephen Pierce's MRMI Super Cash System has been so popular worldwide.

Live The Life Of Your Dreams!

YES! You come home to automated cash each day.

YES! You can go on a vacation whenever you want.

YES! You can work from home or from any location in the world with an Internet connection (even the beach).

YES! You can pay off any lingering debt that is eating away at your life.

YES! You can drive a new car every year for the rest of your life.

YES! Your Internet business can become your own personal ATM machine.

YES! You will be free of your J.O.B. and bosses that drive you crazy.

YES! You can do this in just 60 minutes a day.

NO! This is not a job.

NO! You don't have to have any experience at all.

NO! It won't take you months (or even weeks) to get started.

Super Cash Success Stories

Stephen is a popular motivational speaker and knows what to say to get people to take action. That's why his system is getting great results like these:

"I made more money than I thought I would in 11 months simply selling a \$29.95 information product on the Internet working from home. By following Stephen's teachings, I have been able to retire my wife, travel with the family, and enjoy the good life." – Greg Cesar

"I ended up with tons of sales in 21 days. Thank you Stephen, you continue to be amazing." – Greg Poulos

"Made me more money than I could dream!" – Deborah Torres Patel



Claim Your \$4,276 Internet Income System Today for Just \$1 And You Get:

- A 70 minute streaming video presentation of "Real Money, Real Fast." This dynamic presentation will get you moving. You also get the audio version too.
- The 7 Steps to Success Worksheet. Just fill in the blanks and you're on your way.
- 12 Instant Income machines with Private Label rights. These are income machines in the "go" position. You just add traffic and keep 100% of the income.
- 12 Ready-To-Earn Google Cash Creators. Just add traffic and Google will send you a check every month. Nothing could be easier.
- ...And much more!

Stephen believes in the power of the Make Real Money On The Internet In 7 Steps Super Cash System so much that's he's letting you claim his entire \$4,276 Internet Income System today for **ONLY \$1.**

Click Here Now To Claim Your \$4,276 Internet Income System Today For...

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Relationships and Procrastination Worksheet

1. When assessing your business relationships are there people who are creating negative energy and holding your back from your success?

2. How can you create more positive energy in your relationships?

3. How can you become a better person at adding and multiplying for the people that you deal with personally and professionally?

4. Looking at your business do you tend to wait and procrastinate?

5. What are the causes of your procrastination?

6. Make a list of the thing that you can do to move beyond hesitation and procrastination.

7. How are you planning to implement these changes in your business life?

8. How much has waiting and procrastinating cost you in your business?

9. If you continue to do business this way what is it going to cost you?

10. What steps can you take to ensure that you have no reason to wait or procrastinate?

11. What knowledge can you gain to ensure your business success?

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