

# **The Millionaire Mindset Workbook**

**(Including the Special Report –  
“10 Ways You Can Achieve The  
Millionaire Mindset”)**

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## Introduction

We all want a more successful and happy life – but very few of us are prepared to put in the effort required to do so.

You are one of the few.

By deciding to take your future seriously you already have an advantage over 97% of the rest of the population.

I have been where you are. I know what it is like to feel unfulfilled, unloved, unhappy...and short of money. I've made the jump to a better life. It's entirely up to you whether you want to join me or not.

This exercise takes commitment and perhaps an hour of your time at most. If you don't make the effort to answer ALL of the questions in as much detail as you can then...well...you only have yourself to blame.

**There is no magic pill that you can take for overnight success.**

Success requires dedication, commitment, hard work, and above all, a positive attitude. Have you ever met a successful person who is miserable, negative, and lazy?

You may think that you won't have time to take these questions seriously...but I am sure that if you switched the TV off, or stopped reading a newspaper, you will find that you have all of the time you need.

**Nobody is going to force you to change – you have to want it bad enough for yourself for it to happen.**

Don't wait until something terrible happens in your life before you realise that your happiness and success is worth the effort. It took such an event to change my way of thinking...I wish with all my heart that you don't have to go through what I have before you realise that you can make the most of your life.

Don't be fooled by the apparent simple look of the questions. If used properly, they can focus your mind on what really matters to you...and how you can use it to your advantage.

Having a successful life is not difficult, providing that you are prepared to accept that you can do something about your current situation. Take it from me...if I can change my life...so can you!

**“The secret to success is that there is no secret.”**

**To OUR Success!**

## Instructions

1. The best way to approach this type of task is to set aside an hour where you will have no interruptions. It will not necessarily take that long to complete – but it is important to try and complete it in one ‘sitting’. Remember...it is very important to concentrate totally on your answers – so no music or TV on in the background!
2. Unless it is not practical, I recommend that you write your answers to the questions instead of just typing them. Either print the pages out and write on the lines provided, or write each question out as you go along. The reason? It is harder to ‘edit’ handwriting after you have done it! (I explain why this is important in the next point)
3. Don’t worry about what you write – just focus on writing down what first comes into your head after you read the question. The benefit of this is that your ‘real’ thoughts come out instead of thoughts that could be influenced by your automatic response of ‘does this sound stupid or far-fetched?’.
4. It is very important for you to be totally honest with your answers. Nobody else will need to see them. You will need to stop lying to yourself about your situation if you really want to move forward. The truth may hurt – but your current reality is probably ‘hurting’ you more.
5. It doesn’t matter how ‘stupid’ you feel. If used properly, this exercise can be used as the first step in changing your life. I know it works because it is EXACTLY what I did to get out of my self-imposed ‘rut’. Look upon it as an investment. One hour’s worth of effort now in return for a better understanding of who and where you want to be in the future.
6. Be creative! Some questions focus you on imagining certain aspects of your life. Take some time to really feel what it is like. The more senses and creativity you can put into this exercise – the much easier it will be to use it as the foundation for your future success.
7. Don’t forget to reward yourself for completing this exercise – but ONLY if you do complete it. If you answer all of the questions the best you can then you deserve to give yourself a little reward in return for completing the first step on your success ladder. I’ll leave it up to you to decide what it should be!
8. Enjoy it! The fact that you have got this far is an achievement in itself!

**To OUR Success!**

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## Who Am I?

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## What Do I Want Out of My Life?

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## These Are My Strengths

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## These Are My Weaknesses

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## Here Are My Marks Out of Ten For These Areas of My Life

<b>Career</b>	<b>/10</b>
<b>Money</b>	<b>/10</b>
<b>Health</b>	<b>/10</b>
<b>Friends and Family</b>	<b>/10</b>
<b>Significant Other / Romance</b>	<b>/10</b>
<b>Personal Growth</b>	<b>/10</b>
<b>Fun and Recreation</b>	<b>/10</b>
<b>Physical Environment</b>	<b>/10</b>

**These Are the People (or Things) That  
I Want With Me in My Future**

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**Here Are the Reasons WHY I Want Them With Me**

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**Here Are the Three Words That Best Describe Me**

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- 11 -

**These Are The Things That I Am Afraid of  
That Are Holding Me Back**

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- 12 -

**These Are The Things That Currently  
Irritate Me About My Life**

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- 13 -

**These Are The Traits That I Had as a Child  
That I Don't Have Now**

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**- 14 -**

**These Are The Talents or Skills I Have  
That Nobody Really Sees**

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**- 15 -**

**This is The One Thing That I Have  
Learned In The Past Year**

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**- 16 -**

**This is The Person I Most Admire**

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**These Are The Reasons Why I Admire Them**

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- 17 -

**These Are The Things That  
REALLY Excite Me**

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- 18 -

**This Is What I Could Happily Do For Hours Without  
Getting Paid**

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**These Are The Reasons Why  
I Am Happy Doing It**

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**- 19 -**

**These Are The Words I Would Like To Have On  
My Tombstone That Described My Life  
(No more than 25 Words!)**

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**- 20 -**

**These Are The Two Things That I Can Do  
RIGHT NOW To Improve My Life**

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**- 21 -**

**This Is What I WILL Achieve:**

**Today**

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**This Week**

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## **This Month**

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## **This Year**

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**- 22 -**

## **This Is How I Will Show My Commitment To Achieving Success (To Myself And Others)**

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**This Is What I Have Learned About Myself  
From Doing This Exercise**

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**Name :**

**Signature :**

**Date :**

# Special Report

## 10 Ways You Can Achieve the Millionaire Mindset

### 1) Embrace Change

**Millionaires love change.** They love the opportunities that it gives to them, because they know that whilst most people are recoiling in horror – it gives them a chance to take advantage of the situation.

I can spot the 'winners' from a mile away. They are the ones that look upon a change at work as an opportunity to progress, while the 'losers' complain about how upset they are that things are changing.

Managers love people who are proactive, positive, and who look upon change as a good thing. Change IS scary – but you must accept that it is inevitable and work with it, rather than against it.

### 2) Work On Your Weaknesses First

**Millionaires don't chase the 'next big thing'.** They know that, unless they get their own 'house in order' they won't be in a position to build any sort of successful life.

All sportsmen know that unless you train hard and practice you won't even be in the race, let alone win it. They know that they can always improve if they work on the weakest parts of their game. They don't try to be someone they're not – they just concentrate on getting the best out what they have already got.

Most of the time it's not what you haven't got that holds you back – it's what you've got that isn't being used effectively. Focus on what you KNOW that you aren't particularly good at (or even afraid of doing). Sometimes the answer to your problems is right there, and you just don't realise it.

### 3) Think Big

**Millionaires are never satisfied with what they have got.** They look upon every achievement as a step to an even bigger one. They also know that you will never thing big enough to challenge them so they take advantage of your 'small' view of the world.

The road to wealth is littered with those people who had ideas that could have made them millionaires, yet they stumbled at the first sign of dealing with big numbers. They balked at putting their finances and reputations on the line for the sake of following through with their ideas.

I am not suggesting that you blindly risk everything to chase your dream, but you must understand that there is a relationship between risk and reward. If you are good enough – then you are good enough at whatever level you decide to reach. Never aim for manager when there is nothing (apart from your own beliefs) that can stop you from becoming a director.

## 4) Challenge Assumptions

**Millionaires know that they are only limited by their own imagination.**

They know that, just because something hasn't been done before, it doesn't mean that it can't be done. They know that creativity and action together are a powerful force.

How many times have you heard "Sorry...but that's the only way we can do it" or "Sorry...but it's always been like that"? It may have been the case – but who's to say that something can't be improved upon or changed entirely? Nothing can be lost by trying a different way...and everything can be gained.

Look at what you assume about your life right now. Someone, somewhere has been in your situation and made a success of their lives. Whatever you think is holding you back will almost certainly be a reflection of the limits you assume that you think you can reach.

## 5) Be Different

**Millionaires know that lack of originality costs money.** They know that unless they constantly push themselves to look at ways to innovate and come up with original ideas, they will just fall back into the chasing pack.

Sometimes an idea doesn't have to be that original. All it takes is a slight improvement, or a new angle for it to be a success. The key is to take something that is proven to work, and then look at ways to improve on it, or make it different. Why re-invent the wheel?

Don't be a corporate robot. There are enough people who are frightened to be creative at work already. People are now looking for others who can bring something extra to the 'party'. It's easy to replace someone who just does what is asked of them. Don't make the mistake of thinking that you are safe if that's all you do.

## 6) Concentrate On Improving One Area At A Time

**Millionaires know that there is always a better way.** They know that it is better to look at ways to improve on what already works first before starting something completely new. Just because something works well doesn't mean that it can't work even better.

Whatever talents you may have can be improved. When car manufacturers design a new car they don't suddenly make massive changes to how it works. Firstly, it would be too expensive, and secondly, they know that all they need to do is look at ways of improving its design or performance.

Instead of thinking that your life could only change by taking a big step – look at ways that you can improve upon whatever talents you already have. Just because other people have made money at Network Marketing or Internet Marketing, it doesn't mean that you would be able to if you didn't have a talent for what is required to be a success at those businesses.

## 7) Don't Lie To Yourself

**Millionaires know what they are good at.** They know where their strengths are and make sure that they use them to their full potential wherever possible. Pretending that they have a skill in something they don't could mean failure.

One of the hardest things in life is admitting your limitations. Donald Trump now knows that, unless the deals involve real estate, it may be better if he steers clear. Microsoft should know by now that its strengths should remain in the computer environment instead of attempting to go too far outside of its area of 'expertise'.

You CAN be a success and make a good living from it, but you must be realistic in assessment of your strengths and weaknesses. Yes, you can learn new skills, and develop a different 'personality', but you will undoubtedly find that your own personal road to success lies where your own unique talents are.

## 8) Focus On The Short Term But Think Long Term

**Millionaires know that short-term pain means long-term gain.** They know that if they put the effort in now without any payback, they will be rewarded for their efforts in future. They also know that they must have a long-term plan before they start any short-term task.

This way of thinking is perhaps the hardest for most people to swallow. Too many people have the equation completely the wrong way around – they want to be rewarded before they put in the effort. Approach life in this way and eventually you will find that life doesn't work this way.

If you don't have a plan for where you are going...then you will never know where you want to go, let alone how you are going to get there! Decide what you want out of your life...and start putting the effort in NOW, knowing that you will be rewarded for your efforts in the future.

## 9) Accept That It's Not Going To Be Easy

**Millionaires know that life isn't easy.** They know that there will be times that they really want to give up and admit defeat. Despite whatever setbacks they may face, they also know that as long as they keep going things will turn around for them if they work hard enough.

It's easy to give up. That's why most people do it. It's difficult to keep going if you are constantly knocked back, but sometimes this is the time when a 'breakthrough' can occur and everything falls into place. It's how we view our setbacks that shape our lives – and not the setbacks themselves.

So you try something and fail miserably. So what? Didn't you learn something from the experience? When the going gets tough you need to show that you can stand up and be counted. Your life may have more ups than downs, but you can still make it a success if you learn to 'roll with the punches'.

## 10) Play Life Like A Game

**Millionaires know that life is a challenge.** They know that life is a game that can be won or lost by how you view it, and not by how you play it. They challenge themselves to go that little bit further – just to see if they get more value out of whatever they are doing.

Let's assume that we both have the same lives, and the same experiences. Your life is miserable as hell, yet mine is wonderful. Why? Well, you look upon life as something you just 'do' whereas I look upon life as a challenge. I know that I make the rules as this life of mine, whereas you look to blame others for your current situation.

Life is as difficult, depressing, miserable, unhappy, and hard as you want to make it be. There are many examples of people who have had success despite having an even worse life than yours. Your life either has 'problems' or it has 'challenges'. What are yours?