



# HOTSHEET



# **The Real Net Profits Hotsheet:**

## **Practical Tips You Can Take to the Bank...**

### **Real Net Profits Hotsheet Tip #1**

Get Started!

Choosing to actually make a difference in your life is the hardest hurdle to get over. Why? Because if you don't make the solid commitment to yourself that you're going to "go for it," then you're "stuck at start." And no one finishes a race or accomplishes their goals if they don't ever begin.

Fear of failure prevents people from giving a sincere effort and achieving their goals. The funny part? If you're afraid of failing and this keeps you in a state of indecision, guess what? You're definitely not going to succeed. It becomes a self-fulfilling prophecy.

Successful people have fear like everyone else. The difference is they make their move anyway while the rest of the world sits home and talks about "what if."

Get started.

## **Real Net Profits Hotsheet Tip #2**

### Road map to Your Success

Write a road map that is clear and helps you to pursue your goal. Next, write down exactly what the outcome will be - not just the result but also what you will do once you've reached each goal. After all, the goal isn't only to make real net profits. The profits are to bring you something. Otherwise, you're just hoarding paper and coin : )

Develop the steps in your road map and include timelines for completion. Also, make sure your goals stretch you but are reachable. Why? Because if you set the goal to make, for example, \$10,000 in the month of December but you've never made more than \$2,000 in a month and December is only 3 weeks away, you're setting yourself up for disappointment. It's great to "think big" but if your plan for January is to take 50% of the \$10,000 and invest it somewhere, then take profits from that money and do something more with it, you can see that your whole plan for success is going to come crashing down like a house of cards. So - stretch yourself and try to stay reasonable too.

## **Real Net Profits Hotsheet Tip #3**

### Leverage

Using other people's money on your road to realizing Real Net Profits is vital to your success. You can fund the ideas that you have if you know how to access "other people's money." Banks do this all the time with your money: why not learn how to do it too so that you can reap the real rewards? Do you have an any idea how much money a bank makes on your money while they are paying you back 2% - 5% interest? Start getting on the winning side of the equation.

Most people see something they want but then look at their bank account or credit card balances and then joy turns to sorrow. "I'd love to do 'x,' I know it will get me ahead in life, but I just don't have the money." Sound familiar? I hope not.

But if it does, then be prepared to open your mind: many opportunities pass people by simply because they are thinking inside a small box and don't realize they can leverage other people's money and resources to have what they want in life.

Find joint venture partners and investors - they're sources of obtaining needed capital and they're always open to opportunities. You're going to have to convince them and show them why your proposal makes the most sense for them to do instead of the millions of other ones out there. You may have to talk to a dozen or few

## **Real Net Profits**

dozen people to find the one that will get you where you want to get to (ie, put up the funds or resources). But if you really want to do 'x,' you won't take no for an answer and you'll keep looking/asking until you get that 'yes.'

You only need one 'yes' to make it happen - and the next person you speak to could be it.

Alternately, if I want to come up with \$10,000 and everyone I talk to has only a couple thousand dollars, then I'm prepared to gather up and combine 4 or 5 joint venture partners instead of the one I was looking for. Get out of the small box you're in and open yourself up to the immense possibilities of your success.

## **Real Net Profits Hotsheet Tip #4**

### **Accountability**

You could be shown advanced money-making strategies that have made myself and my associates millions of dollars. But if you don't do anything with the information, what good is it?

Surround yourself with people you can count on. Share your immediate, short-term and long-term goals with someone you trust and who will help to keep you accountable. It's too easy to convince ourselves that we're going to be different this time. We're going to be

## **Real Net Profits**

disciplined and do everything we agree to do.

Get yourself an accountability partner, team or system in place.

Accountability is what makes the difference between advancement and complacency.

### **Real Net Profits Hotsheet Tip #5**

#### Compounding

One of the best kept secrets is the principle of compounding.

Anyone can put away \$100 a month, earn a 10% return, and become a millionaire in 10 years. You can benefit from the power of compounding if you are disciplined and persistent in growing your wealth.

### **Real Net Profits Hotsheet Tip #6**

#### Master the Art of Marketing

Effective marketing can help grow your business and your wealth exponentially. Through effective marketing, ideas are brought to life. A sound business plan should have a marketing component for each step of the growth process.

## **Real Net Profits Hotsheet Tip #7**

### Develop Systems

Million and billion dollar companies are successful because they have systems in place (just look at McDonalds as an example).

Systems provide a clear and predictable step by step process that can be duplicated. This system can easily be adjusted to meet the growing needs of your business.

## **Real Net Profits Hotsheet Tip #8**

### Seek Out A Mentor

Gain the wisdom and knowledge from someone who is already successful at what you are pursuing. Learning from their achievements and mistakes gives you a huge advantage and creates a higher rate of success for you. A mentor can be an individual or a business model. Autobiographies are a great source. Personal coaching can also be instrumental to your success.

## **Real Net Profits Hotsheet Tip #9**

### Know the Tax Code

As unglamorous as it sounds, this one secret accounts for many self-made millionaires. Those who know how to work within the tax code create more opportunity for themselves and their companies.

Remember: it's not what you make that counts...it's what you keep. If Real Net Profits are what you seek, know the tax code or find an excellent accountant who does. It may cost you hundreds of dollars but it'll in turn often save you thousands.

## **Real Net Profits Hotsheet Tip #10**

### Give Back

Operating from a place of gratitude sets the tone for realizing continued 'Real Net Profits.' Most millionaires recognize this principle and find a way to give back to their neighborhoods, communities and society as a whole. But you don't have to have a million dollars to take advantage of this. Giving back is an important key to getting ahead.