

# 3 STEPS TO UNLOCKING YOUR SUCCESS NOW



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# DEFINING SUCCESS, OBSTACLES, AND PITFALLS

There are so many definitions of success. American entrepreneur, author, and motivational speaker Jim Rohn defined success as "the steady progress toward one's personal goals." To others, success is better described as wealth, fame, and freedom to do what you want with whom you like. While at the same time, we're taught by society that acquiring wealth is evil, fame is vanity, and work long hours is noble.

I remember thinking I wasn't good enough, had enough education, and not deserving of a successful business.

Once I realized I was worthy of all the trappings of life. I changed my thought patterns and environment to match my newfound mindset. I found people that were aligned with my goals and lifestyle. I began creating my life instead of life happening to me.

I understand feeling the lack of energy, the self-doubt, putting yourself last, and being unmotivated. I also know what it's like to lack support systems, like-minded people, and a spouse or friends that are not aligned with your goals.

In this next section, we're going to through 3 steps that will help you unlock success now and empower you to create the future of your dreams. We'll begin by identifying your zone of genius. What is your secret sauce?



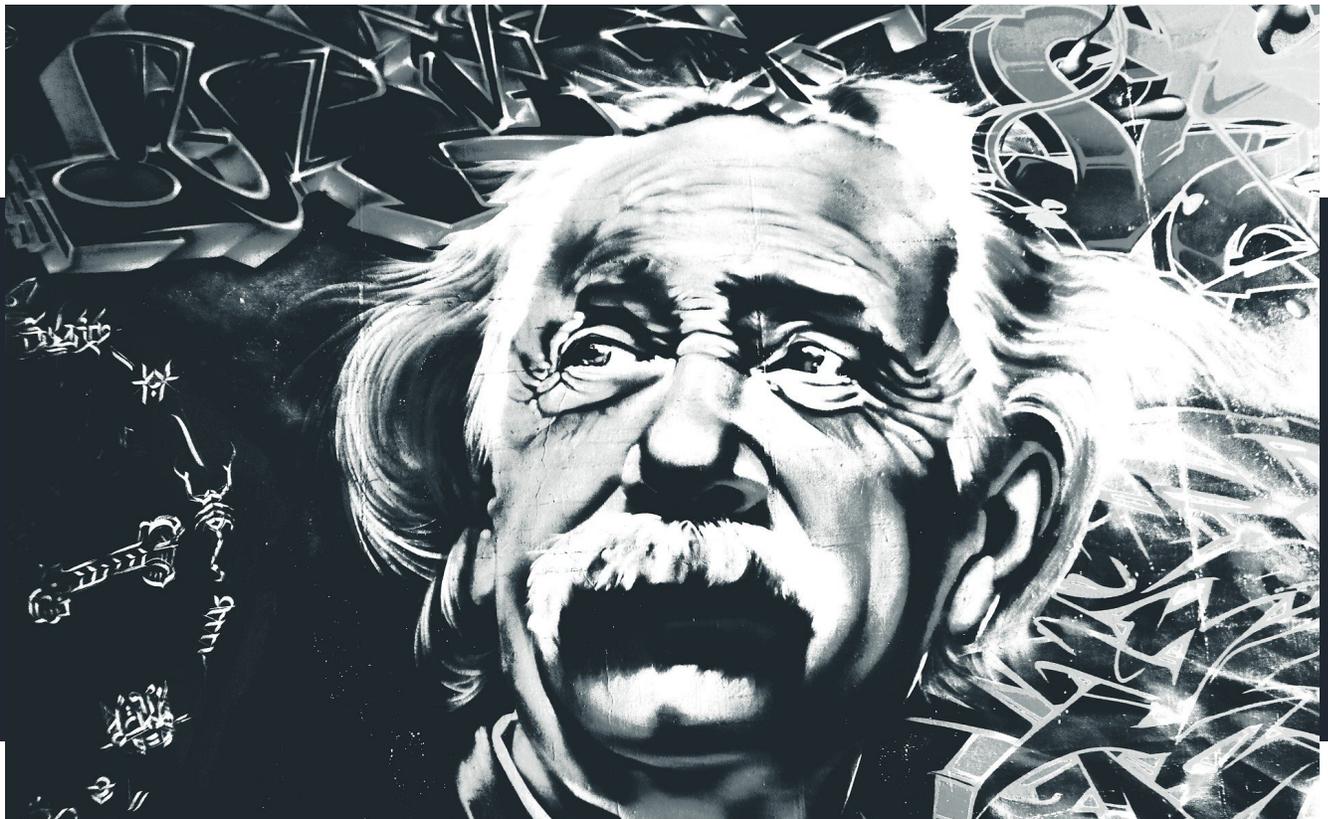
# STEP 1 IDENTIFYING YOUR ZONE OF GENIUS

Your zone of genius is something that you're naturally good at or something that you love enough to invest the time to be one of the best in the industry. You've probably heard Malcolm Gladwell's 10,000-hour rule which states that it takes 10,000 hours of intensive practice to become one of the best in an industry or field of study. If you practiced for just 2 hours a day, 7 days a week, 365 days a year (no holidays off), then it would take you nearly 15 years to acquire 10,000 hours.

This is why you have to know that you love it enough to make this time commitment.

Will Smith has said, "Talent you have naturally. Skill is only developed by hours and hours and hours of beating on your craft." Talent will only take you so far in life. Developing mastery is the only way to set yourself apart from the crowd.

Here's an example, I have a personal friend named Tony who got into real estate as an agent years ago. He studied for the test for months make zero dollars. After passing the Georgia Real Estate License exam he managed to join one of the best real estate brokerage firms in Georgia. He was mostly showing houses, working 60+ hours a week, and working on holidays and weekends. His first year, he cleared about \$40K, his second year \$80K, and over \$100K in his third year. When you calculate his hours, he nearly had 10,000 hours in his first 3 years of real estate and now he's a serial entrepreneur and self-made millionaire. He's reaping a harvest of all the hard work he's put in.



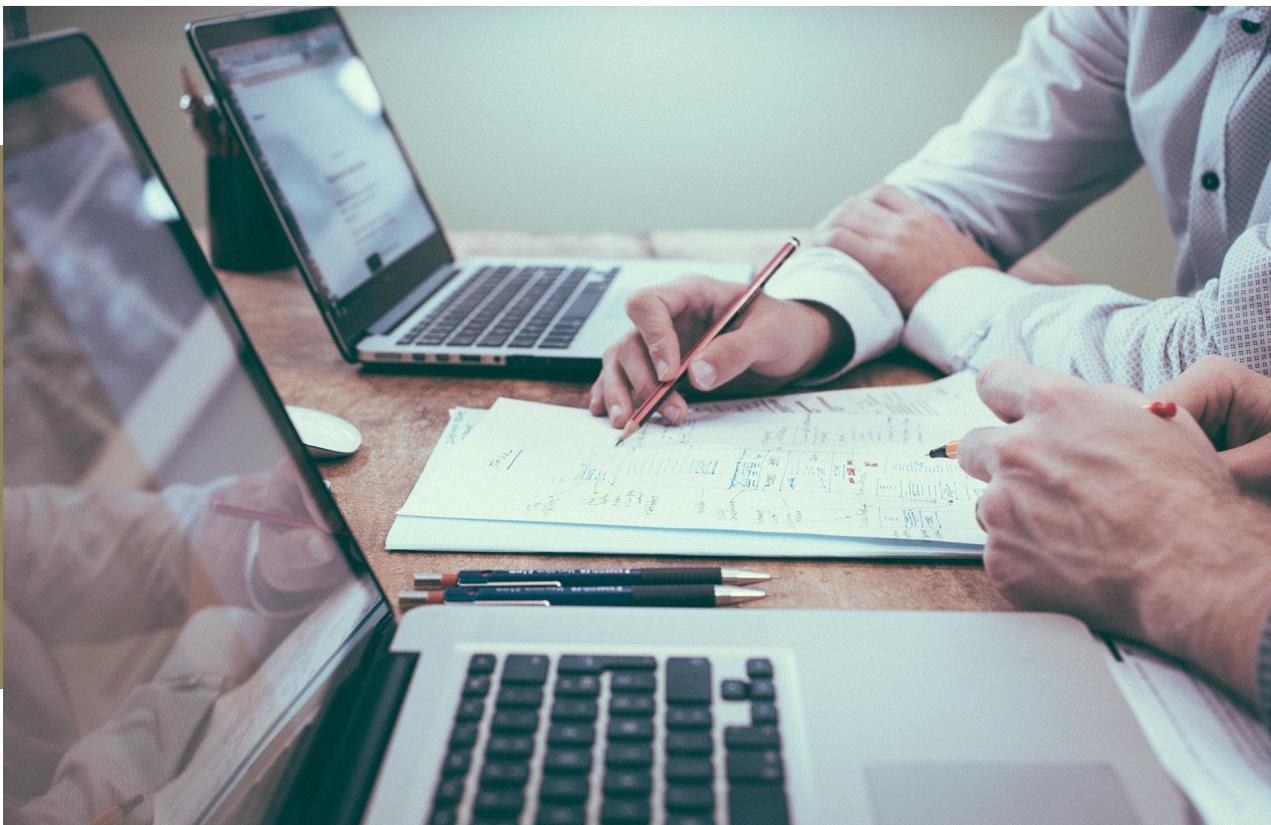
# TAKING ACTION FOR STEP 1

Identify what your zone of genius is. If you have no idea then ask a trusted friend who's given you positive feedback before. If you don't know someone that can give you positive feedback about your zone of genius then meditate on these essential business skills: financial management, marketing, sales, customer service, leadership, communication, negotiation, project management, planning, delegation, time management, problem-solving, and networking.

If you developed mastery in one or multiple of these essential business skills then you could be invaluable to a company.

In Cal Newport's book, "So Good They Can't Ignore You," his research found that people, with few exceptions, found fulfillment in their careers when they became excellent at what they did. Excellence brings recognition, higher-paying customers, and far less competition. "Being lonely at the top" also has a positive perspective as you dominate your competition in your vertical.

If you're still uncertain then develop sales and negotiation skills. Everyone, every day, uses these skills with various levels of proficiency. Selling your kid on the idea of cleaning their room, selling your spouse on the idea of making love tonight, or selling yourself in an interview.



# STEP 2 BECOME LASER-FOCUSED ON YOUR VISION

Once you have your zone of genius identified it's time to laser-focus on your vision.

Here are 7 key habits to cultivating and becoming laser-focused:

**Sleep.** It's important to get quality sleep every night of the week. If you consistently get 5 hours or less of sleep per night, two or more times per week. Then you're effectively intoxicated. That's right, you operate at 70% of your capacity as if you had been drinking a few beers. Don't think about why you can't achieve quality sleep weekly. Set your mind to how you can.

**Meditation.** Taking as little as 13 minutes out of your day, every day, to be present and to visualize the future that you are building with the bricks of today.

My favorite guided meditation is easy to find on YouTube. It's called the "6 Phase meditation" and it's used by millions, it's used by top athletes like Reggie Jackson, and celebrities like Arnold Schwarzenegger, Richard Branson, or Jamie Fox. Action Step: Stop what you're doing and complete the 6 Phase Meditation.

**Imperfect Action.** Jack Canfield calls the principle in his book *Success Principles*, "Ready, Fire, Aim." It's better to just fire, adjust our aim from there, and fire again. Finish a task, idea, or project to completion first. The Florida Keys are connected with 42 bridges. Imagine if they tried completely several bridges at once while not finishing any. That's what it's like when we bounce from project to project without completing any.

**The Alter Ego Effect.** Todd Herman's book by the same title goes in-depth into how top performers like Bo Jackson and Beyoncé use alter egos in order to raise their game to the next level. To unlock greater success you have to unlock a greater version of yourself, but until then use the Alter Ego Effect until you're one and the same as Beyoncé and Sasha Fierce.



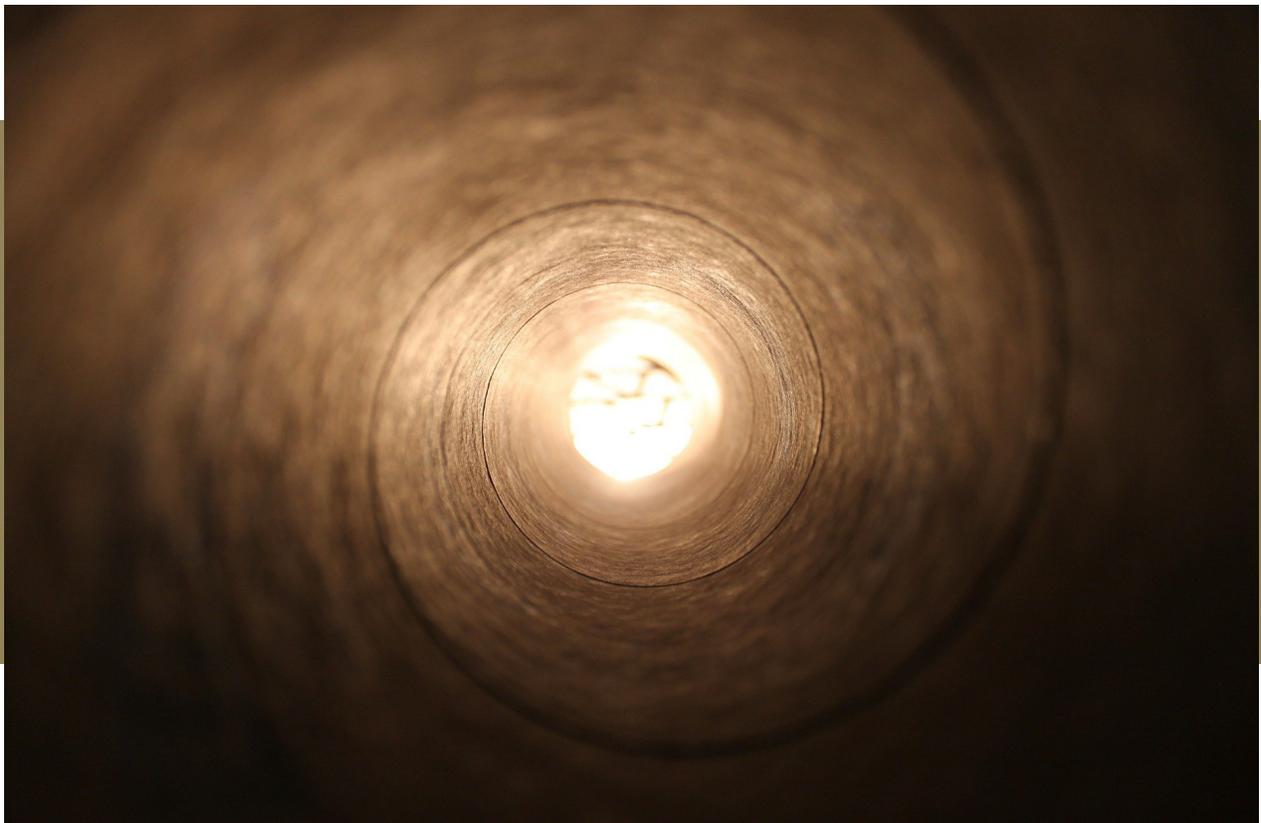
# STEP 2 CONTINUED

**HIIT.** Or high-intensity interval training. This is particularly helpful in the mornings after or before meditation. New research has found that short intense exercise followed by short periods of rest positively affects the brain's neuroplasticity. Neuroplasticity is the brain's ability to essentially rewire itself and create new more efficient structures.

**Breaks.** If you're grinding away at work or your craft for hours straight then you won't benefit as much as if you had taken periodic 15-minute breaks. Set a timer on your phone for an hour, take a 15-minute break to walk around the neighborhood, grab a snack, meditate, listen to some

good music, or whatever you feel like is a recharging break. You'll come back with more energy, creativity, less stress, and better memory.

**Binaural Beats.** This technology has been rapidly advancing over the past few decades and becoming more mainstream. If you listen to a binaural beats track on YouTube or even better from an uncompressed file with high-quality headphones then it can shift your brain into one of several states. For the context of step 2 being laser-focused on your vision, we're only going to focus on the Alpha brain wave. This is the brainwave of an athlete that is "in the zone," an entrepreneur who's in a "flow state," and of the attentive monk who is aware of the incoming strike of his teacher. If you're doing deep work then put on the headphones and go deeper with binaural beats.



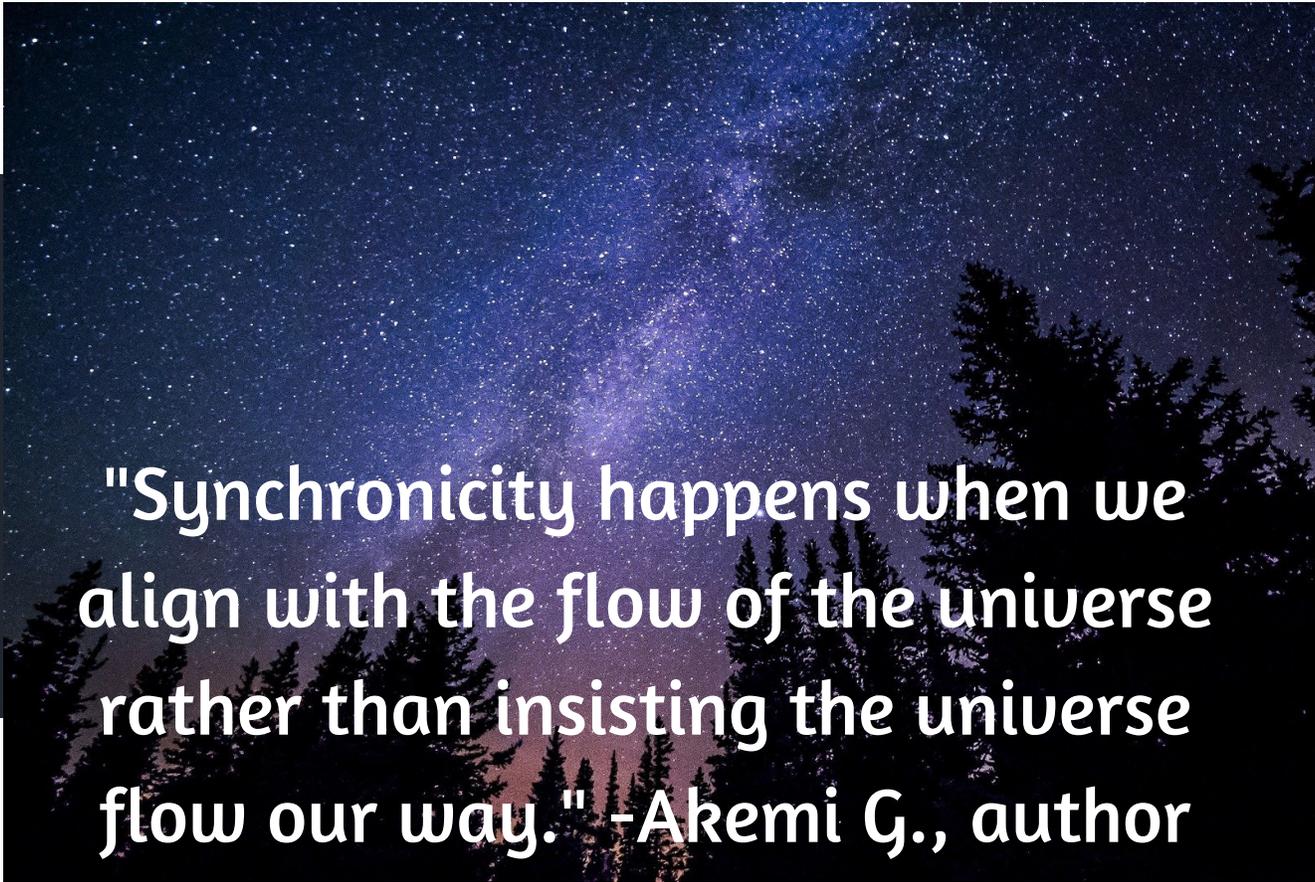
# STEP 3 TRUST IN SYNCHRONICITY

The main lesson here is to not prejudge opportunities. You'll be visualizing, meditating, manifesting, and/or praying for opportunities. I've had opportunities that turned from a net loss into a multimillion-dollar deal. There were obstacles all along the way. William Prescott famously quoted, "an obstacle is often a stepping stone." I found that to be true for me. I didn't have a car or money to rent a car to get to the deal. I found a way. Then the multi-prison healthcare deal came out of that. Another obstacle arose when my industry peers tried to discourage me with statements like, "no one has been able to close the deal with Georgia prisons."

"Luck is what happens when preparation meets opportunity," a quote from the Roman philosopher Seneca. Preparation ties back into the 10,000-hour rule. There will be opportunities that you're ready for only because you've put in 2,000 or 5,000 hours into your craft along your journey. If the opportunity required more experience (more hours) then you obviously wouldn't see it as lucky.

Work hard, hone your craft, stay laser-focused on your vision, and you'll begin to notice more and more opportunities come your way. Trust your gut in times of indecision and use the obstacles as a signpost that you're heading in the right direction.

In the next section, I'll take you through what's at stake if you don't take action and the results that await if you do.



**"Synchronicity happens when we align with the flow of the universe rather than insisting the universe flow our way." -Akemi G., author**

# CLOSING THOUGHTS AND ABOUT THE AUTHOR

You've been given 3 critical steps to unlocking your future now. Take the challenge to develop mastery, incorporate the 7 habits and tools so you can laser-focus on your vision, and when synchronicity arrives, answer the call.

The alternative to not applying these 3 steps could cause you to get in a rut or stay in a rut. Experiencing life without fulfillment, and not achieving your potential while continuing to experience anxiety and depression.

However, if you do put the steps into practice you'll instead feel extreme focus, happiness in the present.

I help high-achievers through intensive weekly coaching sessions where we focus on mental blocks and the best actions to execute each week giving them a roadmap to achieve their goals and the clarity that that brings.

If you would like to discuss working with me to achieve your highest potential then go to my contact page linked below, I look forward to hearing from you.

<http://felipebarganier.com/>

## **This is Felipe Barganier**

The driving force behind the growth and success of GAB International, Felipe Barganier is dedicated to creating a legacy built on enabling others to realize their own. Simply put, Felipe believes in taking an individualized approach based on each client's specific goals and building custom strategies that get them where they want to be.

