

JOHN DI LEMME ON "The WINNER'S MINDSET VS. A LOSER'S MINDSET"

We all have the ability to make decisions that will determine the ultimate outcome and the achievement of our WHY in life! There is a very thin line between being a Winner or being a Loser. The Olympic Games are a great example of this statement. You could win a Gold Medal by beating your competitor by the tiniest one thousandth of a second! When you compare life to the Olympics, it is the same. You need to always maintain a "Winner's Mindset" in order to attain your WHY in Life!

The following is a comparison of a Winner's Mindset vs. a Loser's Mindset-

Where are you? Better yet, where are the people who are on your Mastermind Team as per my writing last week?

- W - The winner is always part of the answer;
- I - The loser is always part of the problem;
- N - The winner always has a program;
- N - The loser always has an excuse;
- E - The winner says, "Let me do it for you;"
- E - The loser says, "That's not my job;"
- R - The winner sees an answer for every problem;

VS. - The loser sees a problem for every answer;

- L - The winner sees a green near every sand trap;
- O - The loser sees two or three sand traps near every green;
- S - The winner says, "It may be difficult, but it's possible;"
- E - The loser says, "It may be possible, but it's too difficult."
- R - BE A WINNER!!!

Now you truly need to make a conscious decision to be a Winner and always maintain a Winner's mindset in order to win the Gold Medal in YOUR life! Just like Olympian athletes, you need to train EACH AND EVERY DAY CONSISTENTLY to win your Gold Medal! The #1 training method is to continually feed your mind with top-quality mental and motivational nourishment. As you feed your mind, the winner's mindset will start to flourish. We at www.johndilemme.com can assist you in your intellectual and motivational diet by encouraging you to invest today in the #1 personal development training programs available by visiting http://www.johndilemme.com/ap_products.htm

Find your WHY and Fly!

John Di Lemme
John@findyourwhy.com

JOHN DI LEMME ON “REJECTION”

I am very enthused to address the topic of REJECTION! How you handle rejection is in direct proportion to how you maintain a persistent level of action in order to feel fulfilled and find your WHY in life. As a super-achiever in life (which means you have your WHY in place), you are driven to fulfill your personal goals set for you on a daily basis. In the course of this daily action, you will inevitably encounter rejection and the incredible power it exerts over you!

Just when you are feeling great and your business is beginning to grow, you will experience rejection. Out of nowhere, it will slap you right in the face like an icy, cold wind from the Arctic, and your little voice inside begins to doubt whether or not you can really achieve what you initially set out for. **YOU MUST LEARN TO LOVE REJECTION!** You must become excited when you get rejected while, at the same time, you attempt to forge ahead!

The most successful people are those who have felt the pains of rejection, but because of their DETERMINATION they pressed onward and won the game. As you are building your business, you need to set a goal and continue toward it regardless of the degree of discomfort that rejection may be causing you! Rejection is an extremely negative force; therefore, it is to your benefit to channel this force to produce positive results!

Thomas Edison is famous for the 10,000 ways that a person couldn't produce electricity as a result of his numerous attempts to reach his goal - producing electricity! As we all know, he eventually succeeded. But rather than seeing his previous attempts as a negative force, he channeled all that he learned to produce the positive result of finally having reached his goal! You too will develop incredible character as you continue to build your business, REGARDLESS of the rejection that you will experience along the way. As a super-achiever, you will use your knowledge of rejection and its power to your advantage! **EXPECT REJECTION, LOVE REJECTION, LEARN FROM REJECTION AND YOU WILL SUCCEED!**

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JOHN DI LEMME ON “PERSISTENCE”

I feel that persistence is one of the main keys behind all successful people. Every successful person will tell you that their ongoing persistence is what separated them from those who gave up. Persistence is the power to hold on in spite of everything else -- to endure. This is a winner's quality. Persistence is also the ability to face defeat again and again without giving up -- to push on in the face of great difficulty. It also means taking pains to overcome every obstacle, to do all that's necessary to reach our goals.

I am a true believer that you must pay the price for success in life. There is no such thing as a free lunch or a “get-rich-quick” scheme that is going to fulfill you on a long-term basis. “P” is the first letter in the word Persistence and the first letter in Price, which is the key to understanding that you must be truly persistent and willing to pay the price in your endeavor in order to achieve your goals!

Most people do not really internalize what being persistent really means. Persistence means when everyone looks at you and says “What do you think you’re doing?” or “Who do you think you are?”...You continue on your quest for success! The successful person who truly understands the meaning of Persistence will know that this is part of the price you pay – not succumbing to the limitations put on you by others. Anyone who has hit the wall in their success journey has had to turn to their “persistence gene” to see how strong and internalized it really is! I can tell you all the pieces work together for you because if you know your “WHY” you will be able to look inside and pull through. This is persistence!

As you are growing in life, you will always remember the times when you needed to be persistent in your efforts to pull through! A major tip to pulling through is to have a mastermind group of people who believe in what you are working toward!

Are YOU persistent?

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JOHN DI LEMME ON “THE POWER OF THE A-Z PRESENTATION”

Over the last decade of being a professional home-based networker, when someone asks me, "John, what is the #1 reason why people fail in their own network marketing business?", I say with 110% confidence it is because they customize their presentations assuming what each individual prospect will find exciting. This mindset will definitely set you up for failure!

The key to success is the power of duplication -- showing the same presentation over and over. You need to be presenting the entire business from A-Z to each and every one of your prospects because you have no idea what is going on inside them as you share the business. On my "Success Wheel" training program, which is a "must purchase" for anyone in Network Marketing, I train on this concept of consistent duplication.

You need to show your business exactly the same way each time you present your program for two primary reasons: Reason #1 is you will be 100% full of confidence & conviction knowing what you are going to say because you have presented the entire plan from A-Z numerous times the SAME EXACT WAY. Repetition is the mother of skill. Reason #2 is because I can almost guarantee you that when you begin to put this into practice you will have your prospects respond to aspects of your business that you would have assumed they would not have been interested in before. You will see your business explode within a short period of time. Just imagine everyone in your network internalizing this mindset and fully understanding the power of an A-Z presentation. The leadership abilities within them will skyrocket, which in turn will create momentum in your business.

Momentum is a force that you will not be able to control; it is also the key to unprecedented growth in your business. Leadership is earned by people who deserve it and you will project leadership when you present with the "Power of A-Z." Always remember, it is just a matter of time before you hit your target when you keep aiming for it!

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JOHN DI LEMME on "THE POWER OF A SCOPE"

We all know the power of a scope if you need to focus in on a target and hit it. We all need to develop and truly understand the power of the human mind's scope. All of us have inside of us the potential to be as powerful as the most high-tech laser scope available today. A scope is designed to focus in on a target without getting distracted or losing focus in order to hit its target right on the bull's eye. Now remember that all mechanical scopes are programmed by human technology and if we can do it for machines, we can do it for ourselves.

As you are progressing each day on your journey to your ultimate outcome in life, you need to stay 110% focused on your target. You need to focus in on your WHY in life and not be distracted by all the other negative noise we all hear each day in this negative world. You are 1000% more advanced in your focus just by reading this article today, because most people stop personal development as soon as their formal education stops. I always say formal education will get you a job, but self-education will enable you to design a life you want to live!

Your personal scope in life can be finely tuned each day based on the people you associate with along with your personal commitment to personal development. As you develop your mind, you will be able to stay focused on your target and hit it right in the bull's eye. I am a true believer in the daily focusing of your sniper, which is a minimum of 15 minutes of personal development per day. This can be done by listening to audiotapes or by reading written materials, which will empower you and improve your results.

I personally invest 30-45 minutes each day for my own personal development in life. The outcome of your internal scope in life is ultimately determined by how you fine-tune it each day. You need to ask yourself an honest question, "Am I doing all I can do to hit my target (your WHY) in life by enhancing each and every day the input to my human scope?" If the answer is "no", then you are in the right place at the right time when visiting us here at www.johndilemme.com!

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