

Millionaire Mind Mastery

**5 STEPS TO  
IGNITING YOUR  
MILLIONAIRE MIND  
WITHOUT ALL OF THE STRESS!**



By: MichelJoy DelRe

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## Welcome!



I'm so happy you accepted my invitation to read  
[5 Steps to Igniting Your Millionaire Mind, Without All of the Stress!](#)

By opening this book, you have already taken your first step - **Being Curious**.

Isn't that the way you've always learned something new? First, you become curious enough to look. Then, you try that new thing on to see how it fits you.

You may make comparisons, ask questions, consult others. Then, once you discover that it fits and it feels good, you integrate it into the way you live your life. Because it is authentic, there is a naturalness that makes it easy to just BE it!

This is how you'll know if **Millionaire Mind Mastery** is a fit for you. Having a Millionaire Mind is not a destination. It's a shift in beliefs about yourself, your work, your finances, your relationships and your wellbeing. It's a shift in your way of Being and operating in the world.

True wealth begins within you – your core values, your soul. By being curious, you begin to distinguish the beliefs other people gave you about who you are, and what is possible.

**Language is key to opening the door.**

As an **Architect of Change** – one who **ignites impact** – I've had the privilege of learning from amazing Thought Leaders and Results Producers for over 30 years! I've experienced the continuous challenge of changing my thoughts, attitudes, and communication about what I thought was possible. Did I confront my own fear, failures, and resistance? Absolutely!

I had so much fear about making mistakes. I remember once, after I'd been married for about a year, I stood in front of the clothes closet, not being able to make a decision about what to wear. I actually asked my husband what HE thought I should wear.

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After having a beautiful baby girl through natural childbirth, I began to have more confidence and to feel good inside my own skin. Fast forward 20 years! At 43 years old, having a water birth for my second child, I totally shifted my beliefs about myself and what I am capable of doing and having. I sought out inspired leaders, mentors, and coaches. That's when I began to take actions with faith and freedom.

*“As a now divorced, single Mother, I knew it would take a miracle to own my own home again - especially, since I had a bankruptcy in my credit rating and no savings. To anyone else, it could seem impossible. But, once I took a Stand for the **possibility** of owning a home, caught on fire with the vision, and empowered my speaking, I became unstoppable. I faced my fears at each step. I refused to engage in worry and dug down deep into my belief in miracles. Within six months, I found the perfect home and walked in MORTGAGE-FREE. That's right! I walked into my new house without a mortgage.”*

Of course, there is more to that story. I share it in webinars, workshops and my new book, **READY.AIM.THRIVE!** What is amazing is to realize that I can HAVE fear, failures, and resistance but, I am not my fear, failures and resistance. I am more than that! And, so are **you!**

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*“We were born to create and collaborate, resolve problems, love and play. That’s why social media has been so popular. We can’t help but be attracted to something that lets us be more human. It’s a deeply powerful force. On the other hand, we are struggling because we treat ourselves and our organizations like machines.”*

In 30 years, I’ve engaged in over **20,000 business coaching sessions** and led more than 200 live trainings and 200 group teleconference sessions. I’ve witnessed the courage people have in taking an idea and bringing it to life, then growing it into a profitable business, and finally, into a legacy. At each stage, there are challenges and there are breakdowns. They call for a willingness to **continue standing in the integrity of your commitment**, while being in action to produce real results.

As a team member in a boutique consulting and coaching company for 16 years, serving **400 businesses a year**, we found a competitive advantage is gained with CEO Leadership Coaching added to Entrepreneurial Trainings inside of firms. **Leadership Coaching plus Trainings**, create a cohesive team, culture of integrity, and collaboration among workers. Individuals generate their next level of leadership; they take accountability for profit; create systems and structures for extraordinary management, quality, and customer support.

**What is experienced as stress is our resistance to what is.** But, when we can identify the resistance and embrace it, we become MORE of who we are meant to BE. That’s when things flow and miracles happen! **These 5 Steps are here to clear the space in front of you so that you move forward with more velocity and ease.**

**Igniting Your Millionaire Mind, Without All of the Stress**, is what you can expect...

**Let’s get started!**

## STEP #1 Release Your Barriers to Authenticity

If you are a business owner or CEO, you are a leader. People look up to you. There is a lot of expectation of you. Even though authentic leadership is being demanded in every industry, it is challenging because, in today's world, we are continuously being fed messages that tell us we need to do more, have more, and do it faster. In this environment, being authentic is a real challenge. This is especially true in California, media capital of the world! People want to fit in, to "look good". **This is true of our outer appearance and our way of Being.**



Fitting in begins at birth as we dress our babies in the latest designer baby fashions. It continues as we enter school, stand in lines, sit quietly, and do the work assigned to us. It becomes heightened during our teenage and young adult years. We are influenced by our friends and, by what our teachers, ministers, scout leaders tell us about how we look, our behavior, and what is possible for our future.

We are afraid of ridicule and bullying. So, we stay quiet, avoid confrontations – becoming part of the silent majority.

**Few of us stand out as the rascal who will not be silenced, a creative, non-conformist who challenges systems and structures in life.**

By the time we reach adulthood, we are masterful at fitting in, by living within set standards - male or female, gay or straight, white or black, christian, jew, muslim, atheist, naturist, hindu, or buddhist, professional, creative, or tradesperson.

We hide the fear of not fitting in, in our addictions – drug, alcohol, food, texting, friending, spending, gambling, or risky sex. And, we lie! It starts as little "white lies" to cover up our behavior. We lie to our friends and spouses to look good. We cheat on exams to fit in with the smart crowd or go to the right school. We blame others for what we are experiencing and to cover up our mistakes. Underneath it all, we know the problems are not "out there".

**Looking good is very human. We just want to be loved and don't know another way to ask for what nurtures us.**

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According to the NIH, abuse of tobacco, alcohol, and illicit drugs costs our nation more than \$700B annually in costs related to crime, lost work productivity, and health care. Drug addiction alone affects 23.2 million Americans — of whom only about 10 percent are receiving the treatment they need. In addition, one in four adults experience mental illness in a given year. When we feel tired, anxious, or confused, we take “over the counter” prescriptions to mask the symptoms. Overall, we feel stressed, guilty, ashamed, and “not enough” hoping no one will know, so that we will fit in.

**Fitting in continues as we step into leadership positions in companies, we start our own business, or we reach a new level of success.**

**Fitting in disguises itself as doubt.** Do you second guess your decisions and ask other people what they think? Do you wait for the “right time” before making a decision?

**Fitting in disguises itself as incremental management.** Are you the person who manages by saying “*It’s my way or the highway*”? Would you rather continue doing things the way they’ve always been done, than be criticized or ridiculed for standing out with new, creative ideas?

**Fitting in disguises itself as always having to be the one in charge.** Do you always have to know the right answer? Do you feel out of control with all there is to do, thinking you just have to be better at getting your “ducks in a row” and then you’ll have better results?

**Fitting in disguises itself as not having enough time.** Do you notice other people working smarter and easier but, you are struggling? Do people come to you with their needs or insights and you tell them you’ll talk to them later, and never do?

**Fitting in is a barrier to your authenticity!** To release your barriers to authenticity, begin with CURIOSITY. This compassionate approach will free you to be YOU, just the way you are and, just the way you are not. When you catch yourself judging your decisions, results, or conversations...STOP! In the next moment, ask yourself, “What COULD be possible???”

*“I am a business woman and CEO of my company, Bailey Care Homes. Things were ok but I wanted something bigger and I needed someone to show me the way. MichelJoy was that person. She helped me to be a leader in my life and business. Today, a little over two years later, I am developing my eighth home, my income has increased five times over, and I have much more confidence. I am forever grateful!”*  
-Shawn Bailey, CEO, Bailey Care Homes

## Step #2 Create a Vision of Your Future.



**Vision shapes our World View.** The vision of one photo from NASA, in 1967, which had 3.1M viewers, all seeing the same image, changed our lives on Planet Earth forever.

For the first time, we saw our entire planet without borders or separations.

Today, 48 years later, this vision continues to inspire countless thousands of people to be engaged in new, creative ways – communication technology, private incentivized space flight, multi-national space stations, mining ore on asteroids, detailed

photos of planets in our solar system, solar energy, plans for colonizing the moon and Mars, 3D printing, products to sustain life in outer space.

Like the space missions, creating a vision of YOUR future puts you on a clear trajectory for an unrecognized future within an expanded context of Possibility.

**Holding onto the past, human beings will simply recreate what they already know. Clearing your mind of the past, frees you to create a vision of the future, unrecognizable from the past. This is what Albert Einstein meant when he said, “*We cannot solve our problems with the same thinking we used when we created them.*”**

How do you clear your mind of the past to vision a future? This process is deceptively simple! Practiced regularly, your clarity will be enhanced and decision-making effortless. The trick is to STOP WORRYING about what you haven’t done or what might happen, in the future. This isn’t “airy fairy” thinking. It doesn’t mean you don’t care or that you are now off of the hook of being responsible to accomplish results.

Clearing your mind gives you a clean, clear space from which to begin, without all of the jumble of thoughts that are there when you are trying to multi-task and falling farther and farther behind in what you expect to have done and, by when.

**Here's a simple way to clear your mind of worry and give yourself a fresh start! Even if you are a Millennial and use apps to manage your time, you'll find this practice valuable.**

First, before you begin, box yourself into a time limit of **ONE hour** to accomplish this...

Write a list of everything in your life that is incomplete...projects, communications, relationships, finances, organizational structures, car repair, well-being. This is your MASTER LIST. If you have written a complete list, you have cleared your mind and will no longer feel like you have to worry, in order to remember everything there is for you to do and have. When done, your mind is free!

Now, review your Master List. Circle the things you intend to do in the next 30 days, and put them in a separate list. This is your DOING NOW LIST.

Review your DOING NOW LIST and check the TOP THREE. Choose three that make the **most difference** in the area you want to impact - wealth, profit, sales, productivity, spirituality, well-being, sexuality, relationships.

Block out time, on your calendar, to do these **TOP THREE**.

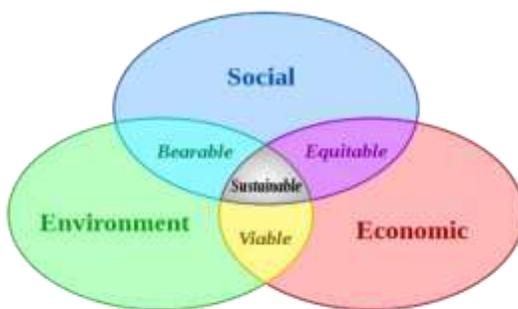
When you have completed all three, **CELEBRATE...Repeat the process!**

When you focus on what is not done, your thinking stays small. Clearing what you worry about and having a structure to follow through, frees your mind to imagine and play BIG. Celebrating increases your happiness which increases your success ratio. What is it that inspires you? What is your BIG dream? Having a new vision should **INSPIRE** you! You may not know how it's going to be accomplished. In fact, if you already know how, this is based on the past and is not your future vision.

***“In one month, I increased my business from less than \$100K a year to \$300K a year. Then, I said what I really wanted – a million dollar business. In one year, I EXCEEDED that and grew my business to \$3,000,000 by closing bigger sales, managing more effectively, restructuring my work day to end earlier and, I scheduled three months off to have a baby. Today, my values are aligned for total success. I leave work at 5:00pm each night. I have integrity throughout my life – a highly regarded and successful company, membership in the International Brotherhood of Electrical Workers, effective management communications, two beautiful daughters, and a husband who adores me!” - Kiran Kaur, CEO, AJK Communications***

## Step #3 Create a Sustainable Strategy

The context of **SUSTAINABILITY** includes working with people of different races and religions, a focus on the future of this planet, climate changes, population growth, space travel and shifting from a fossil fuel economy to a solar economy. It includes People, Environment, and Economics. Designing your business to include all three, calls for a strategy fueled by your Vision for the future. It calls for on-the-court, authentic Leadership, taking a Stand for a future that does not yet exist. In the Harvard School of Business, this model is known as the Merlin Factor.



Startups and successful companies engage in the Merlin Factor.

Established, successful companies like, Cannon and Honda, have taken a Stand for an unrecognizable future for their companies.

Entrepreneurs and Small Business Owners have invented their futures from nothing but an idea.

For existing companies, what changes first, is the culture of the company. When each person is empowered to change everything, in their areas of management, that does not fit this new future.

New creativity, new energy, new vitality is **unleashed!**

**Next, let's discover YOUR unrecognizable future!**

*To block out distractions and focus your attention, begin by using a form of closed eye Visualization combined with deep breathing to create a state of calm.*

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*Begin with closing your eyes and focusing on your breathing. Just notice your **in...and out...**breaths. When you are ready, take a deep breath as you imagine you are stepping into a time machine that will project you into the future.*

*Take another deep breath and look out of the window in front of you. Notice that it has a button that says “future”. Reach out, press it, and feel how it feels for your body to move through space, inside of this time machine.*

*Take one more deep breath as your time machine comes to a slow and gentle stop. Now, look into the window on the panel in front of you and see that it shows a date. It is now one year into the future. Step out of the machine and look all around you. See your house, your family, your business, your checkbook. Notice every detail of your future life....*

**Now, take a deep breath and come directly back to present time. Remembering all that you experienced and, in a spirit of gratitude for all that you have become, accomplished and received, write down the 3 biggest accomplishments of your future life, as already done.**

Ex: I am so grateful for all that I have become, done, gained and acquired this amazing year! This was my best year to date and my 3 biggest accomplishments were :

- A. Net Profit of the Company was double last year’s profit.
- B. Each Staff Member received a bonus.
- C. The Structure of the Company was so strong that I was free to have the BEST vacation of my life.

A)

B)

C)

***“MichelJoy has been my business coach since 2002 and has been a catalyst to catapult my business into extraordinary success and profitability. We’ve grown from home-based to global. Problems and breakdowns in business are inevitable but, with MichelJoy’s coaching, are not viewed as obstacles in my path. They are opportunities to reframe and turn into breakthroughs. I am constantly rediscovering my passion for my work, my employees, and my clients.” - Maureen McHale, CEO, McHale Design***

## Step #4 Be a Person of Integrity

Our definition of the word “integrity” is.....whole, complete, and able, with nothing missing and no one left out. Defined this way, integrity is a purely positive phenomena. There is no judgement about it. It either is or it isn't.

What would your life be, if you were a person of integrity – whole, complete, and able, with nothing missing?

Consider, that all of those “shoulds” we’ve been taught, growing up, have become our norm, we perceive them as normal, as the way it is.



Distinguishing integrity is a hidden, yet critical factor of the quality of our lives.

Integrity is central to workability as a bridge to performance. Integrity is necessary for advanced performance.

***“Without integrity, nothing works.”***

Integrity, simply stated is, keeping your word.

What would be available if, you did what you said you would do and, you did it on time?

What would be possible, if you did what others expect you to do, even if you never said you would do it? Or, if knowing that a person had an expectation of you, you informed them that you would not meet this expectation?

There is no obligation then, to clean up any mess.

Can you imagine the freedom you would experience?

**If you act with integrity, trust shows up. People trust people who keep their word.**

What would be possible, if you applied that same attention in your business?

Can you imagine, if there were no hidden agendas in planning meetings? If work promised was delivered, and on time? If everyone in the company kept their word with one another?

Can you imagine, if there were breakdowns, the person not keeping their word, initiated a conversation to acknowledge they didn't keep their word, cleaned it up, and re-committed to what they were willing to be responsible for now?

**There is hidden power for greater performance, in operating in integrity.** Companies that operate with this degree of integrity, accomplish more in less time. They have fewer personality-based breakdowns. There is a focus on contribution. Creativity blossoms. And, surprisingly, revenue increases.

**Invest in your future by writing down each thing you give your word to doing today. Then, notice when you keep your word and when you don't keep your word. At the end of the day, score yourself. Your challenge is to give up the right to criticize yourself. Just notice!**

*"I became a Sales Manager for an architectural design firm, created a radical 90-day game to produce \$1 MILLION dollars in sales. In just 90 days, I closed over \$700K and had the pipeline filled. I also had the support to bring integrity to each relationship, transforming them by focusing on the quality of unconditional love. In the past year, I graduated out of my Sales position, am now married to my soul mate, and have joined her very successful real estate company. I am beyond happy!" - Joe Vaca, Realtor, Pacific Union International Real Estate*

## Step #5 Live in Gratitude

why gratitude? "When we try to pick out anything by itself, we find it hitched to everything else in the Universe." -John Muir "With mindfulness, every moment of everyday is a precious jewel." -Thich Nhat Hanh "Joy is what happens to us when we allow ourselves to recognize how good things really are." -Marianne Williamson "The thankful receiver bears a plentiful harvest." -William Blake "We can only be said to be truly alive in those moments when our hearts are CONSCIOUS of our treasures." -Thornton Wilder

When you live a life of integrity – giving your word and keeping your word – your attention is free to shift from “what’s wrong” to having gratitude for “what is”.

Since the year 2000, the field of Positive Psychology has found that people who are more grateful have higher levels of subjective well-being. Grateful people are happier, less depressed, less stressed, and more satisfied with their lives and social relationships.

Grateful people also have higher levels of control of their environments, personal growth, purpose in life, and self-acceptance.

Grateful people have more positive ways of coping with the difficulties they experience in life, being more likely to seek support from other people, reinterpret and grow from experiences, and spend more time planning how to deal with problems.

Grateful people also have less negative coping strategies, being less likely to try to avoid the problem, deny there is a problem, blame themselves, or cope through substance use.

Grateful people sleep better, and this seems to be because they think less negative and more positive thoughts just before going to sleep. Numerous studies suggest that grateful people are more likely to have higher levels of happiness and lower levels of stress and depression.

**Start a Gratitude Journal by writing 3 things in it each night before going to sleep. Make sure they are DIFFERENT things each night. When you wake up, start each day with gratitude just for being alive. Every breath is a miracle! Your body is literally,**

*“New Directions For Women continues to grow a stronger more cohesive executive team. I continue to invest in them. I am able to spend more time out in public being the true face and voice of the organization in a national and international way. We closed escrow on two homes which is the first phase of the master plan. We are making tremendous progress on our development efforts in deepening relationships and creating new ones. The company has exceeded revenue projections for the current fiscal year-to-date.*

***The organization’s overall fiscal health is better than it has been in 35 years!”***  
**-Rebecca Flood, CEO, New Directions For Women**

## What's Next?

If you've come to the end of [5 Steps to Igniting Your Millionaire Mind, Without All of the Stress!](#) and taken even ONE action, you are in the ONE PERCENT of people who take seminars and read books. By taking even one action, you have invested your precious time and demonstrated your commitment to having a new future...**CONGRATULATIONS!**

### What's Next?

Your next step is to schedule a private **DISCOVERY SESSION** to define the value of moving forward together and creating an unrecognizable future!

If you are no longer willing to wait for "someday" and are ready NOW, simply, fill out this questionnaire by clicking on the link <http://form.jotform.us/form/52394897202159>

**By taking an action forward, and filling out the questionnaire today, it will make all of the difference in YOUR world!**

### Do you have a question? Here's what you may need to know...

In this confidential, 30 minute phone conversation, we will...

1. Review the TOP THREE items on your Doing Now List
2. Detail strategic actions for your Unrecognizable Future
3. Address your Top Challenges and discover if the Millionaire Mind Mastery Circle is a fit for YOU!

### We've made is super Easy for you!

To schedule an appointment day and time, click on this link, <http://form.jotform.us/form/52394897202159> and fill in the information.

OR

You are welcome to call my office, **1-949-305-6380**. Once scheduled, you'll receive a confirmation email with the phone number we'll be using for your DISCOVERY SESSION.

### What if I Must Change My Appointment?

If anything comes up and you must change the appointment day or time, simply call my office, **1-949-305-6380**. Because I've reserved this time just for you, and I intend to bring my FULL attention to your life and business, I appreciate having **24-hours notice for any changes**.

**Is There a Fee for My Discovery Session?**

Because you read [5 Steps to Igniting Your Millionaire Mind Mastery, Without All the Stress!](#) your Discovery Session, valued @ \$250.00, is **FREE**.

**You have Greatness in you and I'm looking forward to meeting YOU!**