

# PROVEN STRATEGIES OF TOP RECRUITERS

HOW TOP NETWORK MARKETING  
PROFESSIONALS RECRUIT MORE  
HIGH QUALITY LEADERS AND ENJOY  
THE REWARDS OF THEIR SUCCESS



**ERIC TIPPETTS**.COM  
Ignite Your Earning Power

## Congratulations on taking action and getting your hands on this guide!

By doing so, you have proven to yourself that you are an action taker, that you want more out of life, and that you are someone that wants to learn, grow and achieve. I commend you for that.

In this special guide, you will discover philosophies, strategies and specific techniques that top Network Marketing Leaders have applied to reach the top of the compensation plan in their respective companies.

These are the kinds of leaders that are invited to the stage of their company events and conventions, that made it to the top, and are rewarded by the company executives and peers not only financially, but also by recognizing their dedication, leadership and passion.

I want that for you too, my friend! And I know you want that for yourself. Otherwise, you wouldn't be reading these words right now.

So, get ready to absorb the wisdom contained in this guide, and I look forward to seeing you on a stage in the near future!



A stylized, handwritten signature in black ink, appearing to read 'ET'.

**Eric Tippetts**  
CEO, EricTippetts.com

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### About Me

Just in case you've never heard about me, I tell you more about my story at the end of this guide, but I wanted to give you a snapshot of who I am, professionally speaking.

I'm an entrepreneur, coach, speaker and author. I specialize in helping entrepreneurs create more health, wealth, and happiness in their lives.

I'm the author of a book I titled To The Top, founder of The Expense Tracker and the creator of the Rocket Recruiting App.

I'm grateful to have been named one of the Top 50 Most Powerful by Direct Selling Live and to have been a featured expert on ABC, NBC, The Wall Street Journal, Fox Business, The New York Times, Forbes, ESPN, CBS, RedBook and USA Today. Feel free to learn more about me at EricTippetts.com. Enjoy this guide!

## Disclaimers

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## Congratulations On Your Decision To Become a Network Marketing Top Recruiter!



I salute you because I truly respect visionary individuals like you, that know that there has got to be more to life than spending most of it working to build someone else's dreams instead of your dreams for yourself and for your loved ones.

Know that you have my respect for your boldness in pursuing a more fulfilling and abundant life that will allow you to live life on a different level and help others in the process.

This guide assumes that you're already a Network Marketing professional, so I'm not going to spend any time defining it or telling you why it's such a great vehicle for many people to get out of the financial spinning wheel that most people who only trade their time for money find themselves in.

You and I know that there are various mindsets, components, tasks and skills that contribute to the formation of a solid, healthy, successful and profitable Network Marketing team. So, if I covered them all, we'd be here for days.

**The focus of this guide is specifically on the topic of recruiting the right Team Members for your business in a way that works and that is duplicable.**

Let's get started.

### 7 Things To Never Tell A Prospect

The Network Marketing industry as a whole has a very high failure yet. Know that, understand that, & accept that.

One of the biggest reasons for that is that many people continue to spread misinformation, hype and false promises.

Some examples include:

1. *"It's easy. Anyone can do it."*
2. *"You can or (worse) **will** make tens of thousands of dollars almost immediately in this business."*
3. *"Everybody will want this product or service. It will sell itself!"*
4. *"Our deal / company / compensation plan management team is the best in the history of the world available anywhere."*
5. *"All you have to do is talk to people you know."*

6. "That other (competing) company, their products, training and/or compensation plan is a joke!"
7. "You'll reach the top of the mountain simply by 'thinking big and stepping into your greatness.' You don't need to work hard at this at all! We'll build it for you!"

Although those statements might have worked for some people, they are not true and can only lead to frustration and disappointment. There is no reason to resort to such tactics.

Once you're done with this guide, you'll be more convinced that you won't ever need to use manipulative phrases.

**Never forget that, contrary to popular myths, building a Network Marketing business is *not* for everyone.**

Many people will *not* respond positively to Network Marketing. That includes many of your family members, closest friends, co-workers, colleagues, acquaintances, and others. Because of that, it is very easy to get discouraged, give up on your dreams and quit. And, by the way, discouragement from family and friends is what Napoleon Hill, Author of the best-selling classic "Think & Grow Rich" says that it's the number one cause of why people fail to achieve their goals.

Don't let that be you!

Understand that many people simply don't believe what's possible when someone builds a solid home-based business. The truth is that most don't believe in *themselves*. Your main job is not to convince anyone. It is only to present the facts and sort through the ones who keep an open mind to the opportunity you have for them. The rest is up to them.

## What is YOUR number? Because it *is* a numbers game...

Imagine if the Management Team of your Network Marketing Company one day told everyone that they will change the compensation plan as follows:

Every distributor must expose the business to 500 people, and the distributors that do that will get paid \$10,000 a month in residual income. That's it... simply *expose* them to your opportunity. They don't all need to join. Your job is to only share our business model and our products and services with them.

Let me ask you, how long would it take you to share your business with 500 people? Would you even wait until you finish reading this guide to get started?

The thing is that that's really what it's all about! It's about



exposing people to the profession and what it offers. Then **the law of averages** will come into play and some will eventually join your team! It's a given.

Now the question is, how many people do you need to expose your business to in order for you to find true leaders for your Team?

Many people in Network Marketing expect 10 out of 10 (which is very unreasonable), and then quit because it doesn't happen. That's sad. **Remember, there are only four aces in a 52-card deck!**

So, how do you prepare for some of the biggest challenges of the Network Marketing Profession?

Know, understand, internalize, and practice these...

## Network Marketing Survival Principles

1. Know that the mission is to find individuals for whom your opportunity, products or services are a right fit, and teach it to all new recruits. No need to drag along someone who doesn't want to run with you.



2. Understand that the law of averages is always in play. Focus on your activity and don't get emotionally attached to the outcome.
3. Your job is simply to expose your information to qualified prospects in a professional manner. It is not to *convince* anyone against his or her will. It is all about sifting and sorting.
4. Always maintain your power and posture. You're not to beg anyone to join you or buy from you. And, be ready to say "no" first to anyone who is negative or disrespectful to you.
5. Always have multiple methods to generate leads and find qualified prospects going so you never run out of people to talk to.
6. Always maintain your integrity and deal with everyone and anyone with the utmost respect, sincerity and honesty. Treat others the way you like to be treated.
7. Laugh and breathe deeply at least 3 times each day, and do your best to enjoy the journey until you get to the top!

## The Fuel That Will Keep You Going Even When The Times Get Tough

Any endeavor worth pursuing will come with its challenges. That's just part of life. In Network Marketing, it could be things like someone not showing up to an appointment with you for no good reason, even though they "promised" they'd be there.



It could be an unsupportive family member or friend that continuously tries to discourage you from pursuing your dreams through the power of Network Marketing.

No matter what it is, it's crucial that you always keep in mind that every hero that we now read about in history books or learn about in the news faced difficulties. They simply kept going and never gave up.

Well, you can tap into that inner power as well!



In order to do that, you have to be clear as to your reasons why you're willing to navigate through the obstacles until you reach your goals. This is what is sometimes referred to as your "WHY."

It is a strong, clear, well-defined vision that will help you overcome discouragement. A positive vision is what will push you to go "just one more day" ... until you make it a reality.

Consider the following quotes:

*"Vision without action is merely a dream. Action without vision just passes the time. Vision with action can change the world."*  
- Joel A. Barker

*"The whole world steps aside for the man or woman who knows where he or she is going."* - Author Unknown

*"The only limits are, as always, those of vision."* - James Broughton

To help you define it, ask yourself questions like:

- *If money or time were no object, what would I do with them?*
- *Where would I live?*
- *What would my house(s) look like?*
- *Who would I help and how?*
- *What would I do with my loved ones?*
- *Where would we travel, for how long, how often, and what would we do there?*
- *To what worthy cause or charity would I give, how much, and how often?"*
- *How do I want to be remembered?*
- *What type of legacy do I want to leave behind for those who follow after me?*

Tips for creating your vision:

- Write it down! It is absolutely essential, and crucial that is in writing.
- Make it as detailed as possible. Remember, no limits!
- Write it as though you're already living it. Write in *present* tense.
- Share it with your sponsor (this is optional, but I highly encourage it).



Recruiting is not all there is to it when it comes to growing a large team, but it's one of the essential skills that one must continuously improve on, in order to create momentum.

**You must learn, study, internalize, practice, practice, and practice scripts to improve your inviting and prospecting skills!** Words are powerful as they can build or they can destroy. You must consistently work on improving your communication skills by learning, and understanding different philosophies, strategies and techniques to become more influential and clearly communicate your message with potential team members.

## The Sales Formula of Top Recruiters

There is a formula that many of the top sales people and recruiting leaders know and follow. Here it is:

**WANT + PROBLEM + SOLUTION = SUCCESS**

### **A. You should first understand what people NEED, WANT, & DON'T WANT!!!**

Can you imagine your doctor prescribing a treatment to you without first asking you what's hurting or bothering you? Wouldn't you feel that he doesn't care about you? Maybe he just wants to make quick money off of you. You would probably feel used!

That's how your family, friends, co-workers, and acquaintances could feel if you don't find out what they need, want, and don't want, as far as their life is concerned, before you offer your solution to them.

What do we mean by "need, want, and don't want"? Do they need and/or want more money, more free time with family, to be their own boss, to vacation more often, to lose weight, to be healthier, to give to charity, a new home, a new car, etc.? Do they NOT want to have to commute, to have to wake up at 6 am, to be stressed out because of financial problems?

The way you find out what it is that they need, want, and don't want is by casual conversation. It's by asking questions and TRULY listening!

### **B. You must find out what the PROBLEM is. Or, what it is that is keeping them from reaching what they need, want, and don't want.**

Is it that they're not making or keeping enough money? Is it that they are too busy? Is it that they don't know they have the option of having a home-based business?

### **C. *If you have a solution that can help the prospect, then you offer it. In other words, if building a Network Marketing business could help the prospect, you can offer that. If you don't feel that it's the best option for them, then you don't.***

## How To Become a Professional Communicator and Inviter

Top recruiters have developed qualities and skills that draw people to them. Let me share some of the main ones so that you can apply them in your own business:

- They know how to make others feel important by being *interested* in them, the prospects, instead of trying to be *interesting* to them by bragging about their own success or dominating a conversation talking mostly about themselves.
- Make sure you listen intently to what they say, and do your best to also understand what they're trying to convey to you, which is often unspoken. Don't let yourself be distracted as they communicate with you and show them respect.
- Always be sincere and honest. People can read right through you and nobody likes a phony, right? Just be transparent and genuine.
- Don't try to impress people by talking in a way that you normally don't. Use simple words that most people use when having a casual conversation, but also be articulate at the same time.
- Always take care of your appearance. Dress professionally with clean, well pressed clothes. Keep modesty in mind and remember that, whether we like it or not, people *do* judge each other by how we look and carry ourselves.
- Always know what you're talking about. And, if you don't know something, say so. Don't lie or make stuff up just to not look foolish. It's okay to not know something, but do your best to know as much as possible regarding the topics that are important for your business.
- Above all, always have the intention to make the other person's life better. If this is right, then most of what you do will be also. Think outside of yourself and think about the prospects' needs.



Think of the anxiety a family feels when they don't know where they'll get money from to pay the rent or the mortgage. Think of the sadness a mom or dad feels when dropping the kids off at day care because they both have to work. If you're in a health and wellness opportunity, for example, think of the man or woman battling a degenerative disease or problem like: diabetes, high blood pressure, cancer, or heart problems because of the lack of the appropriate nutrients the body needs.

Many people are in need of either more money, more free time, or more fulfillment in their work or professional lives, among other things. We can help if we make it about *them* and not about *us*.

Remember the Zig Ziglar popular quote, “If you help enough people get what they want, you can have everything you want.”

## Use Proven Scripts

There are many excellent trainers that have developed scripts that work. You likely have access to some through your Network Marketing Company and your upline leaders. Make sure to study them to the point that they become yours and they flow naturally out of your mouth as you speak.

I believe that some of the best scripts or communication frames are based on three main themes:

1. *Finding out whether or not the person that you’re talking to is happy and satisfied with where they’re out in life or not. And, if not, finding out their wants, needs and don’t wants, as I mentioned before.*
2. *If they’re not happy or satisfied with something in their life, i.e., their income, savings, retirement fund, fulfillment at work, lack of time freedom, etc., then asking them if they have a plan for improving their situation is the next step.*
3. *If they don’t have a viable plan, asking them if they’d like to see one is the next step in the sequence.*

As long as you remember those concepts, even if you didn’t have a script fully memorized, you can communicate very well using those guidelines.

## A Proven Approach That Works

When it comes to qualifying prospects or getting open to the benefits that your Network Marketing opportunity offers, there are many approaches that work.

I’m personally very partial and biased to a particular approach that I teach because:

- **It’s practically rejection-free**, and that’s important because one of the biggest obstacles that slows down or even stops the growth of a team is the Network Marketers’ fear of rejection. Eliminate that obstacle for your team and your chances for success drastically improve.
- **It’s easy and simple to duplicate.** You know that duplication is one of the most crucial keys to success in the Network Marketing profession. Without it, you can forget about long-term, sustainable passive income.
- **It positions you as a leader and a trusted consultant.** When instead of pushing your opportunity or company’s products from the get go you lead with value and education, prospects don’t look at you as “a greedy salesperson that is trying to take advantage of them.” In other words, if you share valuable insight with them that can make their lives better before you try to sell anything, they’ll be more receptive to what you have to offer.

The reasons I am very biased about the approach that I'll share with you is that, first, I sincerely believe in it and, second, it has been proven to work over and over by many professional Network Marketers.

This is an approach through which you can easily demonstrate to your prospect that simply owning a home-based business puts him or her in a winning situation as soon as they get started, even *before* they sell a single product or recruit a single team member, because of one of *the* biggest benefits that owning a home-based business offers: tax advantages.

Fair enough?

Okay, let's keep going.

### **Did you know that there are technically two different tax systems in the USA?**

One is for employees and the other one is for self-employed people. The reason for that is, small business generates over 70 percent of the jobs in this country. So Congress passes tax laws that favor small business owners as incentives to create more jobs.

Let me illustrate a couple of different scenarios so you can see what I mean.

Let's take Joe, for example, who works for the "BigTech Corporation" as a customer service representative. He's married with two children and gets paid \$60K a year.

Because he's in the 28% tax bracket and receives a W2 for his wages from the IRS, he is taxed on the full \$60K and, after other deductions, his bi-weekly checks get considerably smaller.

On the other hand, Dave also has a job, is married with two children and is on the same tax bracket. The difference is that Dave runs a part-time business from home.

As a home business owner, he is able to take advantage of special deductions that the tax regulations allow for.



For example:

- Business travel expenses
- Car maintenance expenses
- Business meals
- Business travel
- Office supplies
- Internet, phone and/or cell phone bills
- Home office space

...and others.

When it's time to file taxes, Dave adds up his income, subtracts all of his expenses (let's say that they were \$20K for the year) and pays taxes on what's left over, \$40K, in this scenario. You see how that works?

**Joe pays taxes on his full, \$60K salary while Dave pays taxes on only \$40K.**

All because Dave owns a home-based business and Joe doesn't.

## **How You Can Get More Prospects To Take a Look at Your Network Marketing Opportunity and Thank You For Showing It To Them**

When you show people that you come into contact with how they can potentially save thousands of dollars in taxes each year, some of them will be more likely to want to take a look at your opportunity.

That is why my Team and I created a simple, effective and inexpensive tool that's easy to use that instantly creates a report of the tax savings that your prospect can take advantage of. That tool is the Rocket Recruiting App.



The way it works is by simply having your prospects answer some basic questions about their income, expenses, and tax bracket and the app calculates how much money they can save each year on their taxes.

So, let's say the Rocket Recruiting App reveals to them that they can save about \$6,457 dollars in taxes if they only owned a business they can run from home on a part-time basis, wouldn't they be more open to having you help them get started in your Network Marketing opportunity which requires a fraction of those savings to join, and then less than, say... \$200 per month to maintain?

**Do you see the power of this approach?**

Simple + Rejection-Free + Cost Effective + Duplicable = Nice Passive Income

**If you'd like more information about the Rocket Recruiting App, simply go to:**

[RocketRecruitingApp.com](http://RocketRecruitingApp.com)

But, regardless of which approach or script you use, you must call people to be successful in your Network Marketing business!

So, here are some tips and advice to help you become more successful.

## Phone Recruiting Mastery Tips of Top Producers

The following 3 tips are designed to help you center yourself prior to making your prospecting and follow up calls, use them REGULARLY.

1. Close your eyes and use positive self-talk to ready yourself for any type of caller you may encounter. Something as simple as “I’m going to change someone’s life today by making these calls” will go a long way.
2. Get your scripts, note pad, and pen ready for taking notes. When you engage with a good prospect you may get a lot of information from them. Write it down so you can reference it when following up with them.
3. Put yourself in a quiet environment free from any potential distractions. If you’re married or have kids, lock yourself in your room, home office or your garage when making calls. Simply telling people not to interrupt you NEVER works as a fail-safe. The real fail-safe is a physical barrier that prevents you from being interrupted. If you have to leave the house and drive somewhere to find quiet, then do it!
4. Only invite and follow up with prospects and leads over the phone, NEVER in person.
5. Don’t carry baggage from one call to the next.

## Fail Proof Master Recruiting Checklist

Reference the tips mentioned above before beginning your calls. Then, use the checklist below to make sure you’re on the right track during each call.

- Always sound upbeat and positive.
- Always be prepared to leave a clear, friendly, concise, and professional message if you need to. Don’t let the answering machine or voice mail system surprise you.



- Use a proven script every time (If you don’t have one, make one and give it to your team based on your own calls!).
- Use the same level of assertiveness as the lead or prospect, plus a little more.
- Remember that whoever is asking the questions is controlling the conversation. Make sure it’s you!



- Early in the prospecting cycle, get as much of the prospect’s contact information as possible.
- Know what you’re inviting someone to do. Meaning, the sequence of steps you put a prospect through to get them to be interested in your business or product.
- Make sure to find their hot button and insert it into the conversation when you ask them to watch your presentation. It may sound like: “If I can show you a way to get your kids out of daycare would you be interested in looking at some information on how to do that?”
- Let them know you will be sending them information that will answer 99% of their questions. (Don’t try to answer everything they ask. If they ask 2 or more questions, use this method).
- Get hard time commitments from them on watching the company presentation.
- Get a hard “YES” or “NO” from them on the follow up call using a scale of 1 to 10, with “10” being ready to get started immediately, and “1” being they’re not interested at all.
- If they say they’re not interested, consider asking them if it’s okay if you follow up with them in the future to find out if their situation has changed, and/or ask for referrals! Remember, it’s a numbers game.

## Final Thoughts To Help You Become a Top Network Marketing Leader

I sincerely hope that you found some value in this guide that you can implement immediately and start designing the kind of life that you and your loved ones deserve.

The moment I started meeting and establish friendships with more and more Network Marketing Leaders around the world, I quickly realized that they have some traits in common that I’m sure have contributed to their success.

I have no doubt that, if you embrace those traits, you too will be speaking from your company events stages.

Here are some of the main ones:

- Leaders never stop learning and growing. And, by you reading this guide, you’ve proven you are a Leader already.
- Leaders are continuously working on improving their skills.
- It’s not that Leaders are always “fearless”, but they do take action *in spite* of any of their fears.
- Leaders are committed to winning and paying the cost.





- Leaders care about the people they interact with, and they sense it.
- Leaders are consistent. They keep going until. For them, quitting is not an option.

Again, if you are not already a Top Leader, if you embrace those qualities and philosophies and make them yours, it's only a matter of time before you and I share a stage somewhere in the world, and I'd be honored.

## How Top Network Marketers Make Sure They Not Only Reach The Top, But Also Protect Their Hard-Earned Assets To Make Sure They Stay At The Top

**I'm sure you've heard stories out there of someone who, at some point was living comfortably, financially speaking, and not too long after that went broke. Right?**

Well, my wife and I have story like that.

**Twenty-two years ago we lived in a studio apartment— just big enough for a queen-size bed and our stereo equipment—in Southern California. I was struggling to pay the rent, our car loan, insurance and food.**

I was naive to wealth and didn't understand anything about finances, from making money to managing it. I was trying to become a professional actor/model and leave my mark on the world.

**One year later (after a New Year's celebration, naturally) we decided that we were going to stop being "OK" with barely making it and instead set our intention to becoming better...in every area of our lives.**

We devoted our television time to reading books together. Instead of eating out, we made dinner for one another. Instead of being scared, we encouraged each other to take leaps of faith. We pushed each other out of our comfort zone and into a reality of growth, change, enlightenment, passion and, best of all, abundance!

That year, after taking action towards our goals, I booked the worldwide Levi's campaign for both TV and print (billboards, retail stores, etc.).

**We went from scraping by to tens of thousands of dollars coming in faster than we could spend them. I thought it would never end. We had finally made it! We were rich!**

**Within one year, we went from being "rich" to wondering where all the money had gone.**

What had we done?! How could this happen? Where did we go



wrong?

What I realized is that I stopped doing the very things that had created our wealth. I stopped growing. I had become comfortable.

**So I decided that I was not going to stand for that. My family deserved better. So I went back to the drawing board. I rolled up my sleeves and went to work.**

I invested in myself and bought and read many books by experts in various fields related to business and finance. I attended seminars, listened to audio programs, interviewed successful individuals and picked their brain.

**Eventually, our persistence and dedication paid off and our lives took a turn in the right direction again and, because...**

**I don't want you and others to make the same mistakes I made, I decided to write a book detailing the philosophies, strategies and techniques that allowed me and my family to get back on track financially.**



By the time you finish reading my book I promise you that you will know more than what over 90% of the world's population knows about wealth creation and preservation.

You will have a clear blueprint to maximize your earnings, reinforce your financial household, protect your assets and be in a position to live life like very few ever do, and be able to help others.

**In To The Top: Simple Everyday Steps To Succeed Financially, you will:**

- Understand the laws of prosperity and put them to work in your favor.
- Identify the weak points in your finances that might not be serving you well, so that you can correct them immediately and not leave yourself or your loved ones vulnerable.
- Learn insights on how to quickly eliminate debt and gain peace of mind and added self-confidence knowing that you are financially free.
- Discover a little known and seldom used concept that will help you succeed in any part of your life.
- Learn simple tactics and strategies of the wealthy, along with turnkey tools to manage your finances.
- Learn how to give yourself an instant pay raise and keep more of what you make each month by implementing one simple strategy.
- Learn very simple techniques to design your future results and live a successful life of fulfillment.
- Learn how to lock in your successes and create momentum by establishing a safety net.
- Create a “gold reserve,” an emergency reserve of food and cash so that you are never caught unprepared in case of unforeseen events that could threaten your and your loved ones wellbeing.

...and much, much more.

In a nutshell, in *To The Top*, you will find my most important insights for finding the type of success that all Entrepreneurs are looking for.

My goal is to help you discover simple, everyday principles that you can use to make your business and financial goals come true.

**To The Top is being sold right now at Amazon.com and through EricTippetts.com for \$19.95, plus shipping and handling. But, as a *thank you* for your trust and for taking advantage of this Special Report, you can get a copy of my book for FREE.**

All I ask is that you help me by covering the shipping and handling.

**[To Get Your FREE Copy of To The Top, Go To: EricTippetts.com](http://EricTippetts.com)**

**But, of course, as I'm sure you'll understand, my company reserves the right to remove this offer at any moment without notice, so, if you want to get your copy either for yourself or to gift to someone, I strongly suggest you grab it right now, if you haven't gotten one yet.**

Here are some of the kind thoughts and comments some of the top home business leaders have kindly sent my way:

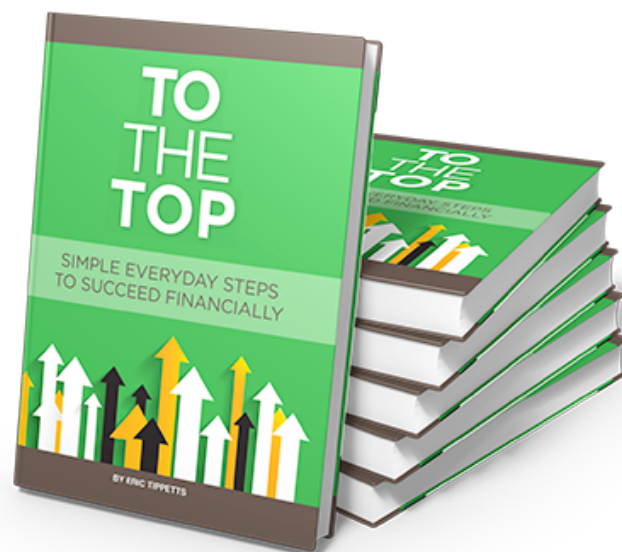


*“An amazing read for anyone wanting to move up the financial ladder! More importantly, this book teaches you exactly how to grab full control of your economic situation...and improve it now!”* – Todd Falcone, Sales Trainer and Personal Development Coach

*“Eric’s book is a must read for anyone and everyone who is wanting to become financially free. He has put not only the strategies for creating wealth, but he has eloquently dealt with the mental and emotional issues that so often hold people back from doing what they know needs to be done. Congratulations Eric, you have a winner here and I’m sure you’ll inspire people across the planet to create wealth.”* – Jim Bunch, CEO, The Ultimate Game of Life



*Eric speaks straight truth every person looking to create more wealth needs to hear. There are numerable ways an average person can retain and make more money reading this book. Awesome work Eric!”* – Jonathan Budd, CEO, Empowered Entrepreneur



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Friend, in the last twenty-two years I have made millions and lost millions, and what I have realized is that life is truly a journey of lessons. Take pleasure in learning the ups and downs.

**Take chances or you will always look back and wonder, "What if?"**

Fear is the thief of dreams; don't let it steal yours!

**Lastly, the key to financial success:** building wealth starts with your mindset. You attract what you think about most. Do you have a mindset of abundance or poverty? Do you feel wealthy or do you feel poor?

Your mind will always guide your actions. Start each day by setting your intentions on what you want. Be as specific as possible on every detail to create this reality in your mind. Then take action like you have this goal already!

**You create your own reality!**

I believe in you! Probably more than you believe in yourself. Each one of us has gifts...find yours and enjoy them!

So much love,



Eric Tippetts

PS, Never stop learning and growing. That was the biggest mistake I made in the year I lost it all; I simply stopped doing the things that foster success. Go get your free copy of To The Top right now at: [EricTippetts.com](http://EricTippetts.com)