



Flip2Freedom Podcast

How to CRUSH Your 2017 with the Goal Attraction Workbook

Hosted by: Sean Terry

Intro: Welcome to the Flip2Freedom Podcast, I am your host Sean Terry.

Sean: Sean Terry from the Flip2Freedom Podcast and we are in this echoey room right here right now and we are going to do episode number 133. First ever 2017, we are going to do an audio and a video recording for you guys, and possibly take some questions here, questions in future episodes. So if you're joining us for the very first time and you don't know anything about flipping houses or wholesaling real estate, essentially what wholesaling houses is, is we market for motivated sellers.

So think about we are the sellers, there's a certain amount of sellers that are distressed, where they have a fire-damaged property, they have a tenanted trashed property, they have inherited property, they are in pre-foreclosure. There is something distressed, right? And there's a very small percentage, about 3%-5% of the population that are actually in distress. Now what happens is, is that they want to sell but they don't want to sell through a Realtor. Now the majority of people sell through a Realtor just like you and I would. You pick up the phone and call a Realtor and sell.

But that small sliver, they want to sell, they want to sell quick, they don't want to fix the things. So what we do is we target that small distress market, we can get their property under contract right. Then once we're in the contract we're going to have a specific price let's call \$50,000 and we're going to have a closing deal, let's call it 30 days. Now we have the ability to go find a buyer and sell our contract, because now we control the property so now we're able to sell that contract.

So for an example, let's say you find a cash buyer that wants to purchase your contract. They want to purchase the property, purchase the contract and they're going to buy if for say \$60,000, you got a contract for \$50. Now you got a contract for \$60 with a cash buyer. You bring it to a closing company and what they'll do is they'll actually close the transaction. The buyer will wire in \$60,000 of which \$10,000 goes to you; \$50,000 goes to the seller.

Now, the seller's happy they didn't have to fix the thing. The buyer's happy because he got a property below market and you're happy because you made \$10,000. Now here's the deal. What we talk about in this podcast is talking about not only how to do your first deal, how to get

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your first \$10,000 check, but we also talk about how to scale this business where you can do, imagine this, imagine doing two deals a month, that's it. All you do is two deals a month and you make what, \$20,000 a month?

So may I ask you a question, what would it take on your current job to make \$20,000 extra in a month just by wholesaling houses, right? What if you could do ten deals a month? Well ten deals a month, you're talking some serious, now you're talking millions of dollars a year doing ten or more deals a month. Now, we've got story after story. If you go to Flip2Freedom.com, our website, we have a testimonial page where people have submitted their videos after videos after videos showing their checks and what they've done. We've got people there.

They've just got started, got their first check in a couple of two to three weeks of \$70,000. There are guys doing \$3 million dollars a year flipping houses and having a blast doing it. So if you're just listening, guess what? You can get started with no cash, you get started with no credit, you don't have to have any experience and you can go out and get those types of results too. So now, the bottom line is, I haven't done a podcast like this for probably a couple of months now. I've been busy, we've been flipping apartment complexes, building a business, travelling, doing stuff, having a blast, but I'm committed this year in 2017 to wrap the house. There are so many people that want this information and they want to know the specifics on how to do it.

So what you can do for me right, if you went back and listened to the other episodes, this is episode number 133. If you go to iTunes and submit a review, we greatly appreciate it. There are some people who went there, they went in, they submitted a review and we're going to come up with some promotions and stuff like that, but if you can submit a review, I'd greatly appreciate it and that would definitely help.

All right, so what are we going to talk about today? We are going to talk about 2017 and we're going to talk about going out and achieving your goals, right? Everybody has going

into 2017, you might have set some New Year's resolutions. You might have said, "Here's what I want to accomplish. Here's what I want to do." But now it's, we're in February, right? And you might be going there, you kind of lost the fire. Well I put together, it's a 29-page basically goal-attraction workbook and I'm going to give you a location where you can download this for free.

And I'm going to kind of go through some of the steps and not going to go through the whole thing, otherwise you're going to be here for like five hours, I'm don't want to do that. But what we're going to do, I'm going to give you the highlights of this book and what it can do for you in 2017. And there are some specific techniques that I've taken from ultra-successful people that I know for a fact will make an impact on your life.

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So this 2017, this is basically what I do every single year to go out and literally, instead of chasing goals right, because we go and chase goals and say, "I want to quit my job," or "I want to lose 20 pounds," right? And you kind of put a goal to lose 20 pounds but then you kind of chasing that and, "Oh, I got to go to the gym," then, "I got to watch what I eat." Now, "I'm going to watch my macros," and then, "I got to do this," and you're like "Uhh," and you kind of blow it off and whatever.

Same thing happens in this business. You turn around and you quit your job, or you want to go have success and what happens is you kind of lose the element of fire. What this book does, it allows you to dial in and take specific rituals that you can do every single day that can ensure you've had that burning fire and that flame inside there to move forward and get success. So goal attraction. Well, let's start from the beginning right here. Like I said, I'm going to give this to you and you can download and go through it with me. But first off we have to have an understanding, right?

First off, and the biggest thing you get started is we got to identify our mental barriers, right? 80% of success is mental, 20% is mechanics. So the specific 'how to' stuff is only 20% and 80% is the mental. So here's the deal. So you get in, you say, "Listen..." And most people get in and they all want to know the techniques. But if your techniques, if your actions, you send a letter to a specific seller, maybe there's some probate, you send a letter to someone that's an absentee owner, right?

And you might do all the right actions, but if you have thoughts of doubt and thoughts of fear and "What if it doesn't work? What if doesn't work for me? I don't know if any seller is going to call me. Maybe?" and you have your thoughts that's bringing you in one direction and you have your actions that's trying to pull you in another direction, well guess what, you're going to end up frustrated and in failure. So what this does is it has an understanding of where, if you can get your thoughts aligned, aligned with the correct actions, then boom, you get massive success and that's what it's all about.

So when we talk about 80% mental that, hey, guess what? If you don't get your mind straight, there's no way. And here's the thing, and the thing is that I know people in certain markets. There are two investors side by side. They mail the same list, they mail the same blunder, they're in the same market, they do the same thing and one guy gets all results and the other guy gets nothing. The same list, the exact same thing, right?

One guy can feel all the success, all the deals, all the, get the big checks and the other guy goes, "I don't know why it doesn't work, it doesn't work for me," right? And why? Because his mind is bringing him someplace else and here's the deal, right? We got to understand the law of

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attraction, right? And there is and people like, "Well, law of attraction, how does that work and what happens to this?" The bottom line is the law of attraction is an attractive magnetic power of the universe that draws similar energies together.

The law states that like attracts like. So here's the thing, if you have negative thoughts, you're going to create negative vibrations; it's going to create negative stuff in your life. If you have positive thoughts, guess what? You're going to have positive. I mean, and it has been documented and proven. And I mean I'm not a scientific guru peppadew, but I tell you I've read some amazing studies that they've done in this with quantum physics and its' crazy, crazy. The bottom line is this, there are basically positive magnetic attracting feelings and there are negative magnetic attracting feelings.

So there are negative magnetic attracting feelings that will pull you away from success. It doesn't matter what action you take, right? So let's talk about the negative ones. What about anger? What about depression? What about confused? "I don't know, I'm confused, I don't know what to do," right? That confused feeling, overwhelmed, that's a negative, frustrating, right? Being frustrated is negative that pulls you away from what you want. Irritated, paralyzed, empty, fearful. Fearful is one of the biggest things that can pull you away from your success, right?

Fear of the unknown, fear of "I don't know what's going to happen, I don't know what the..." all this stuff, right? So unhappy, pessimistic. You realize pessimism is a negative attracting feeling? And we have pessimism because maybe something in the past didn't happen, you didn't have success in the past, because you tried something in the past and you didn't have success, right? So if you turn around and you're pessimistic because you're afraid because you don't want to believe it, then it might happen again. So boredom, worry, anxious, the feeling of not enough, concerned, doubtful, indecisive. "I don't know I can't make a decision." So those are negative magnetic feelings.

Now let's talk about positive magnetic feelings. Love, appreciation, gratitude. Now, if you listen to Tony Robbins, Tony Robbins talks about spending the hour of power in the morning and primarily focusing on everything you appreciate, everything that you love and everything that you're grateful for, why?

Because it brings that positive magnetic attracting feeling in your life which now when you start to put action toward it aligns toward those actions. Joyous, eager, relaxed, strove, ecstatic, certain, being certain, knowing that something's going to happen irregardless.

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When you set a goal out and you are 100% sure certain that that's going to happen, guess what? Everything aligns before you perfectly, optimistic and energetic. So that's just the, those are just positive feelings right that attract. So now what happens is we have an understanding of how that works, now what we do is we have the stories that we tell ourselves all the time, right? The stories we tell our self and here's a quote from Tony Robins that says, "The only thing keeping us from getting what we want is the story you keep telling yourself about how you can have it," right? So what are the stories you're telling yourself all this time.

So think about this, think about the action you want to take, think about some sort of goal or dream that you have, and then you start thinking about it, but then what happens is, stories come up. "Oh I can't do this because of that," or "I don't have enough time," or "I'm too tired," or "I've got too much stuff on my plate." "Well, I go early to work in the morning and I don't have some time off for lunch and get the kids off to school. I've got to do this," or, "I don't have any money," or, "I don't have..."

Those are all stories that we tell ourselves that are limiting us from achieving the success we want. So we've got to change our story. So we have an exercise in this Goal Attraction workbook here that I'm going to give you that basically will give you an

understanding of what your limiting story is, right? Basically write down what your limiting story is, so just think about it, right? So mine was, "Well, I'm too tired. Oh, I'm too tired, I'm too tired, I'm too tired," right?

So my only thing was, "I'm too tired," right? "Because I go to bed late, wake up early, yeah I'm too tired to do anything," right? Well, guess what? I had to change my story. Now my story is I'm too tired, I get the energy I do it every while, let's go. And it gives you a whole different type of attitude, right? Now this is a good one. It's called avoidance rationalization. Avoidance rationalization, you know what that is? I didn't know what that is either until I started researching it. So avoidance rationalization, right? Say that five times fast as you can; it's basically logical excuses that we use to avoid action, okay?

So think about a logical excuse. So you're going to, "I'm going to mail letters, I'm going to go pick up the phone, I'm going to talk to the sellers." But then we have a logical excuse as, "Well, I don't want to do it right now because I've got to do this that I'm going to go get my business cards. I'm going to go get my letterhead; I've got to go organize my office."

Well, what is organizing your office, getting letterhead and your business cards have anything to do with making money? The only thing that makes money in this business is talking to sellers, making offers and selling properties to buyers.

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So the bottom line is we make logical excuses like we say, "Okay, I'm going to wake up early in the morning," right? So you're lying in bed and you go, "Well, just give me five more minutes. Well, I'll wake up early tomorrow. Well maybe I'll do it later," or, "Maybe just give me five more minutes." And you roll over and the next thing you know, two hours later you didn't wake up early, right? Now waking up early is a great thing. Tim Ferris wrote a book called the Tools of Titans and interviewed some of the most predominant, successful world-class performers in the entire world.

In one of their key congruent behaviors was that they wake up early and have a morning ritual. So think about it, think of your morning. Well a lot of people wake up, they roll out of bed, they're late, they have to run, they get a cup of coffee because they got to get some caffeine going. They get the kids all scrambled up, put on some clothes, take the shower, rush out of the door. The next thing you know, the rush-hour traffic, run in the office, and boom! That's not the way to start the day. How do you expect to get success to be a world-class performer or just make an extra \$10,000 a month with that type of morning ritual?

So think of the logical excuses you make to avoid action, right? It's typically fear-based, it's typically... There's no internal motivation behind it. Okay, so now we're going to get to internal motivation. This is something that was really interesting and I don't know if you've heard it before, but it really reveals why you want to accomplish whatever you want to accomplish. So your burning why, the reason why you want to do something and getting to the core thing like, "Oh, I want to do this because I want to get rich. I want to do this because I want to quit my job. I want to do this because I want to quit my job to spend more time with my family. I want to do this to spend more time with my family because that's the most important thing in my life," right?

So you just say getting rich or spending time with your family and having the freedom to do what you want, when you want, with who you want, that's a very big gap, right? So what this does is, it's called the "Seven-Question Why," Seven Why exercise. And what it does is it asks the question why you want to do this seven times? Now if you get down to the core of why you want to do something, what it creates is a burning fuel for you that will be the core of this.

Now think about, think about back to waking up early. You want to wake up early. If you just want to wake up early, because I'm going to, I want to create success, then guess what? You're like, "Oh, I'll create success tomorrow," right?

But if you wake up early and you're going to do it because you want to change your family's destiny, and all the previous years your chain of families are then in poverty, and now you want to change that, that's a much different why than just want to get up early, right?

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So here's the deal. Seven why exercise is incredibly important. Go through that and it will get to your burning why and that is the reason that fuels everything. Now, if you've driven a fast car, you can put regular unleaded or you can put jet fuel, right? When you have jet fuel, that car runs, you put the best fuel in it, that car runs at optimal speed just like you. But your fuel is your why. We know when that why and what that is. It says, "He who has a strong enough why can bear almost any how," right?

All right, 10 XY facts, how to be basically more productive when it comes down to daily rituals. The most successful people in history, the ones you refer as geniuses in their

fields, masters of their craft have one thing in common. Other than talent; some do, some don't. Most adhere to rigid and specific daily rituals. So what we do is here, is we have different daily rituals. And there's a cool app I want to share, it's called Productive App and it's in, I think it's in both the Android market, Google Play and on the iPhone. But basically we are what we repeatedly do. Excellence is not an act but a habit, so that's from Aristotle.

So what we do is write down our six rituals. So, for me, I wake up early and I make my daughter breakfast, she heads off to school super early for high school. But then I have about an hour that I can literally focus on everything I'm grateful for, everything I appreciate, everything I love. And the night before, I write a list of everything that I want to accomplish for the next day. So I do a brain dump and I use this App called Todoist. It's a pretty killer. So in Todoist, I'll dump everything I want to do for the day, so then you go to bed and it's out of your mind, right?

Now, what happens is the next morning you wake up refreshed, and then I'll turn around and I got this... So I love coffee, coffee is great, Starbucks and coconut creamer. Coconut creamer, it's like vacation in a cup. You got to get. It's at every major store, but coconut creamer is really good. So with the coconut creamer, sit back and then I will focus on everything I love, everything. Well, actually there's another App called Gratitude which is a great App, it's called Gratitude 365.

And what that does, it allows you to document pretty much everything you're grateful for and why do we do this, because we go back to the law of attraction and we understand if we engineer the feelings of love, appreciation and gratitude, it aligns us. When we take actions that are moving toward what we want, then we have our faster feelings and everything is driving us towards that, right? If we wake up in a cluster, guess what? And we're angry and were confused and we're overwhelmed and we're stressed out and we're fearful and we're doubtful, guess what?

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All those things are pulling us away from what we want, right? So what this does is allows us to engineer those feelings so we can go out and achieve success.

All right, exercise, you got to exercise. So after that, I drop my daughter off and I would go to the gym. And the gym I go to, all these guys were talking. Duh-duh-duh-duh. It's like a social hour. I don't have time for social hour. I put my headphones in and I go to work. And I'm like sweating; I burn 3,000 calories because I'm seen there. I go from machine to machine, boom, boom! I'm in there for like 45 minutes to an hour and I'm getting in and out of there. My heart's going crazy, why? Because it makes you feel good and also makes you razor-sharp.

A couple of the things of what exercise will give you sustained energy. Exercise improves your brain function in focus. Exercise makes you happier and in a better mood. So if you're miserable mood and life sucks, well guess what? Go lift some weights. Go run on the treadmill. Go run down the street or something like that. You'll start to feel better and it'll give you more confidence and it'll give you more certain in the things that you do in your life which is great. There are a lot of incredible things behind exercise. I'm not going to be getting too much into it.

Now here's actually a wealth principle and I want to get right into the story behind of how I found this. Actually, my father in law gave me a book at a very tough time in my life. But essentially this is a quote from Jesus in the Bible. It says, "Bring the whole tithe into the storehouse that there may be food in the house. Test me in this, says the Lord Almighty and see if I will not throw open the floodgates of heaven, pour out so much blessing that there will be not enough room to store it," right? So what does that mean? It essentially means, test him, right?

What is tithing? Tithing is giving 10%. Now you can give 10% to the church. I have had people give to charities. The bottom line is you're giving of what you want. There are some people listening right now where you've had financial struggles for decades, decades. You've been in tough, tough situations for a long time, right? And guess what? Because you're holding and holding on tight. See, if you're holding on tight like this, right? That means your hands are open and you can't receive. The thought of the thing is that if you're holding on so tight, you don't get the results.

So the bottom line is this, is that I was in a tough time in my life. My father-in-law gave me this book. It's called the, I got it right here. It's called The Four Spiritual Laws to Success. I recommend reading that book. If you want to learn more about it, it's amazing. I know a lot of people don't talk about it, but the bottom line is it has worked for me. And that's why I talked about what's worked for me in the podcast and I can tell you, it changes everything. It's been a

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proven, you know Suze Orman, she did a whole entire thing on giving, giving them what you want. So giving is a huge thing.

Now you guys know John D. Rockefeller, right? J.D. Rockefeller, one of the wealthiest men of our time. He was born July 8th, 1939. And at the time of death, he was worth \$340 billion, \$340 billion. Now that was money back then. Today he'll be worth over a trillion dollars, right? That means if you put Bill Gates, Mark Zuckerberg, Warren Buffet, all those guys together, they wouldn't even touch this guy's net worth. And you know what his secret was, his money secret? They asked him. Most wealthiest person ever lived on the planet - tithing.

He started tithing in 1855, \$9.50 all the way up to tithe over a million dollars. He gave over \$531 million between 1855 and 1934 and that's coming directly from J.D. Rockefeller. So here's the thing, obviously he is his success principle, so it's got to be something, right? So, here's the thing. Next thing is the creation process, we're going to kind of go over that. Next thing is getting clear about your goals of what you want, getting specifically clear on exactly what we want, right?

Now this is page 20 and on here we have a goal and then a specific action and a date. Now what we're going to do is these goals are going to translate into the next step which is our January letter. Now you might have listened to previous episodes, I talked about the January letter. I've shared it with other members of the Flip2Freedom Academy. I've shared it in all live events. We've had more success stories from people that have taken the January letter. I'm going to explain this in a second if you haven't heard about it, and basically implemented in their lives for ridiculous results.

But first we have to be clear and specific with what we want, and we have to know exactly when we want it to happen and the action we're going to take. So here's the thing. If you say I want to lose 10 pounds, right? That might be a goal but what's the specific action? Well, I want to lose 10 pounds. Okay, great, I want to lose 10 pounds. And then you sit and you buy and eat cupcakes, guess what? You're not going to lose 10 pounds, so there has to be a goal and then a specific action and then a date.

So I want to lose 10 pounds, okay I'm going to go to the gym three days a week. I'm going to eat under 2,000 calories a day and I'm going to... or whatever the calorie count you want, right? And I'm going to do that and then I'm going, if I eat under 2,000 calories I eat clean and I go to gym three days a week. I mean, guess what? That's my action I'm going to take to the lose 10 pounds. So you want to make \$10,000 a month, right? So you just say I want to make \$10,000 a

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month, you say, "Okay listen, I need to get X amount of leads a week. I'm going to mail a list every single week. I'm going to send out 500 letters to vacant houses and I'm going to book appointments. I'm going to talk to sellers. I'm going to generate leads, and I'm going to make offers every single week."

And once you do that what happens is that's the action it takes that's going to get the result and whatever it might be. You say, "Listen, I'm going have a better relationship with my wife. You said, "Okay, so you want to have a better relationship, what actions are you going to take? Well, I'm going to come home and first when I come home, I'm going to look for her, I'm going to give her a hug and I'm going to tell her I love her." That's an action. And guess what? Things, that will change, right? She might be like, "What are you doing? You've never done this before." But guess what? Things will change.

Another thing is you say, "Listen, I'm going to do date night. And every Thursday night is going to be date night. We're going to go out and I'm going to instead of being on my phone, I'll say, "Honey, how's it going? How's dinner?" completely up. You're going to be focused on her. Okay, what about kids? I want to be more engaged with my kids. Well, that takes planning. It takes planning in doing things. And I know, believe me. I mean, just like you, I'm massive busy, fitting a million things. My brain's going on 100 miles an hour, but if you schedule it in your phone, I have my entire year scheduled of all my personal stuff, all my family stuff, that's all planned first. And then business basically just ends up around it.

If you play around with your business stuff first, and guess what? You're not going to have time for family and wife and you're going to be rich, but you're going to be miserable because you're going to be going back to a house with just you and your dog, right? And dogs are great but dogs get boring after a while because they can't talk back. So those are goals, those are called S.M.A.R.T goals - specific, measurable, attainable, relevant and time-based and a goal is a dream with a deadline. That's from Napoleon Hill.

All right, almost done. January Letter. What is a January Letter? Now, I got this from John Carlton. John Carlton is a copywriter worth tens of millions of dollars and he wrote a blog post on this a while back and I picked it up and started using it. It's been amazing what it's done for me but essentially what most people do is they write a list of goals and everything they want to accomplish and then they start ticking all this list. Well, I've got to do this with my wife, I've got to do this with the kids, I've got to do this, I've got to send out letters, I've got to do this, I've got to go the gym, I've got... And it's a whole laundry list of stuff.

And yes, we have to proceed forward to those things, but we're kind of chasing and going after it and we haven't added to this, I have to do this, right? "Oh my, I got to go to the gym. I got go

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come home and hug my wife. I got to do this. I got to do that. I have to do this." And what happens is, instead of reframing it is I have to do it, why don't you reframe it and say, I get to do it. "Hey, I get to go to the gym, most people don't. I get to come home and hey there are people that would love to be married that are not married and they don't get the opportunity to come home and hug their wife or husband, right?"

Some people want to have kids so bad. I have a friend of mine who spend over \$100,000 in in-vitro so they can have kids, so you get the opportunity to come home and hug your kids. That's what you get to do, which is great instead of I have to do it. It's just a simple mind frame shift. The bottom line is this January Letter. Essentially, what it does, it allows you to instead of chasing your goals it allows you to pull them toward you.

So essentially what we are doing, and part of achieving stuff is you have to ask, right? You have to believe it, and you have to receive it. You got to believe it before you receive it. So people say, "I want you to accomplish X," but then they go, "Well, that's never going to happen and then they never receive it," right? So if you say, "Hey, I want to go out and I want to quit my job, but there's no way I can quit my job. I'll never be able to quit my job. I never, never have," well guess what? You'll never want to quit your job until something happened? So the thing is that we have to ask, believe and receive.

So part of belief is acting as if it's already happened. So what this January letter does, it allows us to project into the future as if it's say February 2018. So think about it right now. Let's say it's February 2018, just follow me on this right quick. February 2018, now put yourself there, okay? Okay, February 2018. So February 2018, you're there. Now put yourself there, now think about it. Now think about everything that happened in 2017 as if you're sitting in January 2018. And part of the January Letter is to document in a journal form essentially what has happened in 2017.

Now, so basically you say I'm writing this letter to document how extraordinary last year has been and you've got business and career. So my God, you know what? 2017 was amazing. It was one of the best years we've ever had financially in this business. We did this, this, this and you incorporate your goals, your S.M.A.R.T goals we just talked about, the action steps and the dates inside this January Letter as if it's already happened. You're putting yourself in the state as it's already happened and now you're documenting what's happened.

Now you do that for the business and career. You do it with family and relationship. You do it with your health and exercise. You do that with your wealth and net worth, and you do that with your contribution and purpose that you want to do in your life. So you do all aspects. Now part of the morning ritual that I do is that I not only focus on everything I love and everything

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I'm grateful for everything and focus on my day, I'll read my January Letter every single morning. I go as far as recording my own voice reading it and I'll go to sleep with it because it's going directly into my subconscious mind. Now, I've had amazing things happen.

We have this one where I put in my January Letter that I was going to Napa and take my wife there. I've never been done it before. A couple of years ago I said, "We're going to Napa." I put it in my January Letter. "This is what I want to do. This is going to be a blast. It will be great,

duh-duh-duh. Well, it was in October that I wanted to go to Napa. September came and guess what? I didn't have plans for Napa, I was busy, I was doing something, an event that was going on, we were trying to do all the stuff. And I kind of go, "Well, maybe we're not going to Napa this year." I don't have doubt to ask myself.

My wife got a call from a friend and said, "Hey, we have one more opening for a couple and we got this killer house on a vineyard in Napa. Everything is all set. We got private chefs coming over. We got a tour set up to all these killer wineries. All you got to do is book your flight." So then we booked our flight and we were there. It was like within a week, in October, in Napa and it was better than I could even imagine, better than I would've even planned. This house was off the hook, sitting up a mountain overlooking all the vineyards and stuff like that. We had a private, it was amazing.

And guess what? Bam! It just happened. I've had where I have income goals, and at the end of the year it's within hundreds. I'm talking about millions of dollars of income goals and it's within hundreds of dollars and I'm not even thinking going, "Man, I shot too well, I didn't think big enough." But the bottom line is this stuff. And I guess I've got story after story after story of people. Nazar out of Charlotte, North Carolina, he put his January Letter together. Now he didn't know how this was going to happen, he just did it. He put his January Letter together. He turns around and he says, "I want to take my dad to the Super Bowl."

Now at the time he only did one wholesale deal. He just lost his regular job. He did one wholesale deal. He had dreams down to his back. I met him Dallas a couple of years ago. And he wrote in his January Letter, he said, "I'm going to take my dad to the Super Bowl." And he that in his January Letter, he didn't know how it was going to happen, he didn't have the money at the time, he didn't have any connections at the time, he didn't have anything. He just put the intention out there, put it in his January Letter, read it every single day and guess what?

The right person showed up, he got the tickets, he bought them at the right price, he had the money to be able to go, he got the plane tickets for his dad. And he and his dad went to Super Bowl; he held up his two tickets in front of the stadium with him and his dad and said, "You

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know what? We're here Super Bowl. Thanks Sean Terry, January Letter. Oh my gosh, I can't believe it. It has worked amazing. This stuff works, it works. So I'm going to give you this 29-page Goal Attraction Blueprint, go through it.

Now we've made it and you can basically type in, the form right there. You can type in all the stuff and have it printed down and have it, and then you can do it for next year. But the bottom line is, if you really want something that is going to change your life for the better, this will do it. It will do it, follow it and send me a video, send me your comments or anything like that.

You can go to Flip2Freedom on Facebook. We have a fan page there. You can do it there. You could follow me on Instagram at Flip2Freedom on Instagram.

I'm there posting some cool stuff, so I definitely want to hear from your experience with the Goal Attraction Workbook. Now where can you get this? Go to Flip2Freedom.com, Flip the number 2 Freedom. There should be a little thing at the bottom of your screen. If you are listening on audio right now, go to Flip the number 2 Freedom.com/Gift. So Flip2Freedom.com/Gift. If you go there, you'll see the Goal Attraction image on that page, your Goal Attraction workbook. Click on that. It'll bring you to a download page.

You can download this and you can watch it. So I can tell you it has been a game changer for me and I know it's going to be a game changer for you, all right?

So here's the deal. Next, we're going to have these podcasts come in every single week. On these shows, comment below. If you have any questions, submit them, you got to Flip2Freedom.com. You can put your comments on there. You go to Facebook at Flip2Freedom. There you can post any questions there. Be happy to answer them for you and go there. Go to Flip2Freedom.com, search around. I also wrote a book about wholesalers. Maybe you don't know about wholesaling.

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