



SUCCESS & MINDSET MANUAL

“Most people fail not because of a lack of desire
but because of a lack of commitment.”

Vince Lombardi

“There’s always a way – if you’re committed.”

Tony Robbins

CONTRACT FOR SUCCESS

MY NAME IS _____

TODAY'S DATE IS _____

BY SIGNING BELOW, I'M COMMITTING MYSELF TOWARDS ACHIEVING SUCCESS AND CREATING THE LIFE OF MY DREAMS.

I ACKNOWLEDGE THAT I ALONE AM RESPONSIBLE FOR MAKING MY SUCCESS A REALITY.

I UNDERSTAND THAT NOBODY IS GOING TO HAND ME MY DREAM LIFE ON A SILVER PLATTER BUT BY TAKING CONSISTENT ACTION AND REACHING OUT FOR HELP WHEN I'M STUCK, I'LL GET TO WHERE I WANT TO BE.

I WILL COMPLETE THE SIX FIGURE INC COURSE AND WATCH ALL THE TRAINING MODULES.

I WILL ANSWER THE QUESTIONS AND COMPLETE THE HOMEWORK TASKS IN THIS WORKBOOK.

I WILL ACT IN SPITE OF FEAR, DOUBT AND UNCERTAINTY AND KEEP TAKING ACTION TO MAKE MY DREAMS COME TRUE.

I'M 100% COMMITTED TO CREATING MY OWN SUCCESSFUL ONLINE BUSINESS (NO MATTER HOW LONG IT TAKES, NO MATTER HOW MUCH EFFORT IS REQUIRED).

I'M 100% COMMITTED TO MY SUCCESS.

SIGNATURE: _____

WITNESS SIGNATURE: _____

Table of Contents

Introduction

[Introduction](#)

Mindset For Success

[Goal-Setting](#)

[Failure](#)

[Limiting Beliefs](#)

[Reprogramming Negative Self-Talk](#)

[Create Your Success Routine](#)

[Productivity](#)

[Tracking Your Actions](#)

[Closing Words](#)

Introduction

Welcome to the Six Figure Inc Success & Mindset Manual.

I've based this manual on my own experience of over a decade of being my own boss (with many successes and many more failures), on having interacted with hundreds of entrepreneurs and students, but also on dozens of personal development books, trainings and seminars I attended over the years.

This manual is created to help you achieve success faster, reflect on your own thoughts and limiting beliefs and act as a progress journal of your journey to building a successful online business.

This manual won't be seen by anyone except by you (unless you choose to share it with others), so it's in your best interest to be as honest and thorough as possible when answering questions, making notes and completing homework tasks.

Completing the tasks in this workbook will help you grow, and be greatly beneficial to reflect back on from time to time.

While there is no time-limit on completing the Six Figure Inc training or creating your online business, remember that every day that passes is a day you'll never get back.

If you're stuck or have questions at any point (or want to give feedback), please reach out to SFI support or simply create a post in the SFI members-only Facebook group.

To your success,
Dirk "Diggy" de Bruin

The Mindsets For Success (Date Started: _____)

This module (Module 1 In the Six Figure Inc course) is all about creating the right mindset for success, overcoming limiting beliefs, setting goals and creating systems and habits to help you achieve success as fast as possible.

“Give me six hours to **chop down a tree** and I will spend the first four sharpening the axe”

- *Abraham Lincoln*

Your mind is the tool that you'll use to achieve your goals.

Attempting to build a successful online business with a “blunt” mindset is comparable to using a blunt axe to chop down a tree (very inefficient and a lot harder).

Thus, the mindset training module inside Six Figure Inc and this manual are designed to help you sharpen your mind to help you achieve success faster once you actually get started with your online business.

Goal-Setting

“How can you get to where you want to be if you don’t know where you want to end up?”

- *Dirk de Bruin*

Alright, so I couldn’t find a relevant quote for this, but this concept is super important.

To be able to get to where you want to be, you need to know where you want to end up.

If a pilot doesn’t know the GPS coordinates of the destination, he can take off and fly around endlessly and never get to the destination.

In the same way, if you don’t get clear on the GPS coordinates of the exact success you want to achieve, you’ll probably never be able to get there.

This section is about getting clear on what it is you want to achieve in life. Not just financial goals, but also overall (as I don’t believe one exists without the other, you need balance).

Write down your short, medium and long term goals below for the 4 main categories: health, wealth, relationships & spirituality.

Be as specific as possible when writing down your goals and model the structure of the example below (It is now DATE and I “already achieved the goal”).

“It is now 31 December 2025 and I weigh 90KG with a body fat percentage of 11%. I am able to benchpress 110KG for 5 reps and I can run 2Km in 9 minutes or less.”

Health Short-Term Goal (1 Year)

Health Medium-Term Goal (5 Years)

Health Long-Term Goal (10 Years)

Which Daily, Weekly & Monthly Actions Do You Need To Take To Achieve Your Health Goals?

Example: "I will go to the gym 3x weekly", or "I will eat at least 3 servings of fruits and veggies per day"

The more specific you can be, the better.

Wealth & Income Short-Term Goal (1 Year)

Wealth & Income Medium-Term Goal (5 Years)

Wealth & Income Long-Term Goal (10 Years)

Which Daily, Weekly & Monthly Actions Do You Need To Take To Achieve Your Wealth & Income Goals?

Example: "I will save 10% of every dollar I make", or "I will reinvest 10% of every dollar I make back into my education or business"

The more specific you can be, the better.

Relationships Short-Term Goal (1 Year)

Relationships Medium-Term Goal (5 Years)

Relationships Long-Term Goal (10 Years)

Which Daily, Weekly & Monthly Actions Do You Need To Take To Achieve Your Relationship Goals?

Example: "I will compliment my spouse every day", or "I will call my parents at least once per week"

The more specific you can be, the better.

Spiritual Short-Term Goal (1 Year)

Spiritual Medium-Term Goal (5 Years)

Spiritual Long-Term Goal (10 Years)

Which Daily, Weekly & Monthly Actions Do You Need To Take To Achieve Your Spiritual Goals?

Example: "I will meditate daily", or "I will read a spiritual book once a month"

The more specific you can be, the better.

Failure

Your relationship with failure and how you define it greatly impact your ability to progress and achieve success.

“I've missed more than 9,000 shots in my career. I've lost almost 300 games. Twenty-six times, I've been trusted to take the game winning shot and missed. I've **failed** over and over and over again in my life”

- *Michael Jordan*

There are dozens of cool quotes I could share with you about failure. The point is, all successful people have “failed” countless times.

Most people who don't succeed are terrified of failure, and either give up at the first setback they experience, or simply don't even start because they're too scared they will fail.

That's not going to be you though.

You're going to learn to welcome failure, because all it means is that you've found a way that doesn't get you results. So, failure is a lesson in disguise that will help you achieve the success you're looking for, as long as you keep going.

The questions below are designed to help you reflect on your relationship with failure.

What is your current definition of failure?

Where have you failed in the past with business / making money online?

Why did you fail?

What did you learn from your past failures (i.e. what were the lessons)
& how can you prevent making the same mistakes again in future?

Limiting Beliefs

Limiting beliefs greatly impact your ability to progress and achieve success in all areas of life.

“Don’t limit yourself. Many people limit themselves to what they think they can do. You can go as far as your mind lets you. What you believe, remember, you can achieve.”

—*Mary Kay Ash*

Limiting beliefs are just negative instructions programmed into your subconscious mind, usually from your earliest life experiences.

These could stem from events that happened, from role-models and authoritative figures (like parents and teachers) who passed them onto you or simply from you seeing others behave in a certain way and modeled their behaviour and way of thinking.

There’s a popular story about elephants I like to use as an analogy when it comes to explaining how limiting beliefs work. To paraphrase and get straight to the point:

When the elephant is a baby, it is tied with a rope to a stick in the ground. Because the elephant is still small, it is not strong enough to break free from the rope. By the time the elephant is a fully-grown adult weighing thousands of pounds and could easily pull that stick right out the ground, it doesn’t even try because it’s come to believe that the stick and rope are too strong to break free from.

This is exactly how your own limiting beliefs work too.

The questions below are designed to help you identify limiting beliefs.

What are limiting beliefs?

List limiting beliefs that you know you have:
(especially related to luck, money and success).

Which limiting beliefs could you possibly have that you don't know you have?

Why do you think that you have these limiting beliefs?

(hint: early life experiences or modeling parents)

What evidence (from your own experience) is there to prove these limiting beliefs wrong?

What evidence (from other people or science) is there to prove these limiting beliefs wrong?

What are the beliefs you'd like to have instead of your current beliefs?

(These are the beliefs you want to focus on repeating to yourself daily)

Reprogramming Negative Self-Talk

At a core level, human beings are quite literally like computers that follow instructions programmed into them.

“Thoughts lead to feelings, feelings lead to action, action leads to results”

-T. Harv Eker

Without going too deep into the workings of the conscious and subconscious mind, every thought you think is literally programming your mind. The more you repeat a certain thought, the stronger the instruction gets embedded into your subconscious mind.

And here's the kicker... the subconscious mind doesn't distinguish between good or bad, just like a computer! All it does is execute the instruction it's been programmed with.

So, if it's been programmed with negative or disempowering instructions, it's going to do exactly that.

If you've been programmed (through yourself or through others), to sabotage your own success, to fail at things, to attract bad luck into your life... chances are that's exactly what you'll experience.

And most of these things are happening without you even knowing it. It's all subconscious. The good news is that you can take control, and reprogram those negative and disempowering thoughts.

It'll take some effort and persistence, especially in the beginning, but over time you'll be able to replace negative and disempowering instructions with positive and empowering instructions, and have those run on autopilot.

Humans are creatures of habits, so the more you repeat an action or thought, the more of a habit (automated) it becomes.

The process starts by simply observing and recording your current thoughts.

All that you do is simply start out and observe your thoughts. Whenever you think something that is negative or disempowering, you write it down on the next page in the left column.

Then in the right column, reframe that thought into a positive and empowering version. This will be the thought that you will use to replace the negative one when it comes up again.

So, if a negative and disempowering thought for example is "I'm broke", the positive and empowering version of that could be "I'm wealthy and have an abundance of money to pay for whatever I want".

What typically happens is that there is a pattern of thoughts that you'll repeat over and over, sometimes dozens or hundreds of times a day. Once you've identified the negative and disempowering thoughts, as soon as you catch yourself thinking it, you stop yourself and think the positive and empowering thought.

Initially this will take effort but over time it will become easier until eventually you won't even have the negative thoughts anymore and you've replaced them with the new, positive and empowering thoughts.

And once this is done, your subconscious has new instructions to execute, and chances are that all of a sudden your life will be a lot better with more success.

<u>Negative/Disempowering Thought</u>	<u>Positive/Empowering Thought</u>

Create Your Success Routine

Human beings are creatures of habit.

Let's take advantage of that by designing a success routine that will eventually become a habit and help you start your day with the best possible foundation to be highly productive and successful.

**“Your Future is Found in Your Daily Routine.
Successful People Do Daily What Others Do
Occasionally.”**

-Paula White

I've found that the best way to follow a strategy and to get things done is to create a system that allows you to make something automatic.

If you have to rely on willpower to do something, you're going to run out of willpower and just not do things.

So, create a series of habits as a morning routine (a.k.a. success routine) that'll make it easy for you to get the results you're looking to achieve (in all areas of your life, health, wealth, relationships & spirituality).

Create your own success routine below that you know realistically you could follow each and every morning without exception.

Wake up

Action 1

Action 2

Action 3

Action 4

Action 5

Action 6

Action 7

Action 8

Productivity

Life is too short to waste so let's focus on how you can get more done in less time, so that you can spend more time doing things you love to do.

“If you spend too much time thinking about a thing, you'll never get it done”

-Bruce Lee

The amount of time you work is not in direct proportion to how much you get done.

Sometimes putting in long days and working many hours is the only way to get certain tasks done, but often there are ways you can get more done with less time.

I suggest you strive not to be able to show off about how many hours you work on your business, but rather on how few hours you work while getting impressive results.

It is completely worth putting in the initial effort to follow the tips on the next page and plan how you're going to work, so that you can enjoy the benefits of maximizing every hour you work.

Taking action is fantastic, but you want your actions to be productive and get maximum results.

Anyone can take massive action and dig holes in the garden all day long, but that action isn't going to help you reach your business goals.

Productivity strategy #1:

Plan your day, week and month ahead of time so that you know exactly what needs to be done each day.

List the 3 most important things each day that will help you move the needle towards your goal (i.e. the things that will make you the most progress and bring revenue in your bank account). This usually involves in actions that get your offer in front of potential customers.

Have you done this? _____

Productivity strategy #2:

Track each working hour of your day. If you don't track your time, you can't account for how your time is spent and you can't be sure that you're getting the most productivity out of each hour.

My suggestion is to use the [Pomodoro technique](#), and get an app on your phone that you use to follow this strategy.

Have you done this? _____

Productivity strategy #3:

FOCUS. The more you spread yourself out over different tasks and projects, the less likely it is that you'll be able to get results.

Focus on one project or one strategy that is getting you the most results and double down on that.

Have you done this? _____

Tracking Your Actions

This is an incredibly important component of your success. When you start tracking what you do and how you spend your time, you can figure out where you can improve.

“If you can't **measure it, you can't improve it”**

-Peter Drucker

The simple solution is to start tracking how you spend each hour of your day and which actions you take.

This will make it easy to identify where you need to start to improve.

For example, one of the biggest traps is “working” for 10 hours and thinking you’re being really productive, when you’re actually spending 5 hours on social media and doing things that have nothing to do with your actual work.

Tracking your time and actions that you contribute to your work is a good place to start, but if you really want to be successful and make huge progress in all areas of your life, you need to track everything.

Sleep (what time do you go to bed and wake up? REM sleep cycles etc).

Food (what times of the day do you eat and what do you eat?)

Work (how much time are you actually working? Pomodoros are great for this)

Relationships (how much time do you spend with someone?)

Money (how much is coming in? What are you spending it on? Investing?)

Fun (you need to relax and have fun from time to time)

I’ve prepared a table on the next page you can complete daily, but feel free to create your own system using a journal (or a spreadsheet).

Date	
Sleep	
Food	
Work	
Relationships	
Spirituality	
Fun	

Closing Words

Congratulations! You've made it to the end of the success manual.

By completing the tasks in this manual and applying them every single day, you should be able to see a big increase in productivity and results.

I suggest that you review your answers from time to time to see how much progress you've made. You may even want to print out another copy of this manual and re-answer all the questions to be able to compare it to your previous answers.

There is definitely a lot more content and strategy available in the world to creating a success mindset than was covered in this manual and I encourage you to continue learning and reading to keep developing and strengthening your mindset, habits and routines to set you up for the most success possible.

Two books I highly recommend you read are (both can be found on Amazon):

- Finding Zero - Chris Lianos
- Secrets of the Millionaire Mind - T. Harv Eker

These two books have made an enormous difference to my life, mindset and wealth personally and I have no doubt they will contribute greatly to yours too.

As always, if you have any questions, you can reach me in the Facebook group or via email support@sixfigureinc.com.

Cheers to your success, I believe in you!
Dirk "Diggy" de Bruin.

P.s. For more content about mindset, be sure to follow me on [Youtube](#).