

# Part 2: Success Mindset

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*SALES CAN COME EASY! Yes, it's true!... The first part of sales coming easy is TRULY believing you are worthy of charging the prices you've set for yourself. If you are setting your prices higher than you believe you are worth, you will end up showing up less than 100% confident. It's almost like you're asking for sales with hesitancy and doubt! Not a good combination!*

*The goal here is to set your prices at a point where you are 100% confident in the value and service you are providing for this price... Don't just set a high price because that is what you see others doing! You can always raise your prices later... but what I want for you is ACTUAL SALES coming into your business RIGHT NOW.*

*The second part of sales coming easy (that we will work on in part 2 of this phase) is boosting that confidence level! Because we need to meet the two in the middle... get your prices to the point of you feeling 100% comfortable and CONFIDENT in what you are charging... and at the same time, RAISE your confidence so you can also raise your prices to the price that you are TRULY worth of.*

*The next portion of this phase will be moving onto SUCCESS and what that means to you...*



*What does success look like to you? Well the truth is that the exact definition of success will look different for each and every one of us. In this portion of this workbook we will be really diving into what success looks like for YOU... because if you don't know exactly what you are striving for in life and business, then how in the world can you get there?*

*I want you to take a moment and imagine what your BEST life looks like. What things are you doing with your days? Who are you with? What are you making time for? How much are you working on your business?*

*Describe what your BEST life would look like below.*

*How would it feel if you were living this BEST life right now? What feelings would you have in your life that are currently missing?*

*For example, in my best life I have a clean and organized house where I am able to host guests on a whim because I wouldn't have to spend hours cleaning! This would make me feel very peaceful.*

*In my best life I would be giving to my church regularly as well as giving above and beyond to give to my favorite charities. This would make me feel generous.*

*I want you to list as many examples and feelings that would come with those examples below.*

*Looking at the list of examples and feelings that you just wrote, are there any feelings that came up multiple times? What feelings do you desire the most? This is important to identify in life. Once you identify your core desired feelings you can begin to determine what things you need to do more in life and what things you need to do less in order to feel most successful.*

*What are your top 3 desired feelings?*

*Thinking about your life, what things make you feel MOST in line with these top 3 desired feelings?*

*For example, my top 3 desired feelings are peace, freedom, and generosity. I know that I feel peaceful when I can walk into a clean and organized home. I feel peaceful when I am spending time with my family and not overworking myself in my business. I feel peaceful when I am not rushing through my day but instead I have set intentional reset/buffer time for myself between tasks.*

*What are some actions that make you feel your top 3 desired feelings most?*

*In the same way, we also have to determine what things you need to do less of in order to feel most successful. What things are you currently doing that take you away from feeling these 3 desired feelings?*

*Look back on your top 3 desired feelings... what are the opposites of these feelings?*

*For example, if I desired peace, freedom, and gratitude... then chaos, bondage, and selfishness could be examples of opposites. List these opposites below.*

*What things are you currently doing in your life that make you feel these opposites?*

*For example, when I work endlessly in my business and neglect family time, I end up feeling like a slave to my business. This takes me away from feeling successful.*

*What are the things you need to change about your life or implement in order to begin living your BEST, most successful life?*

*What are your thoughts after filling out this SUCCESS portion of this module?*

*"Success is not final; failure is not fatal. It is the courage to continue that counts."*

-- Winston S. Churchill

