

DREAM - BELIEVE - PLAN

ACT!

HOW THESE 4 WORDS CAN CHANGE YOUR LIFE



The Six Figure Mindset
By Ray Newland

Dream – Believe –Plan

ACT!

How To Decide What To Do Next With Your Life.

In my series of ‘Success Mindset in your pocket’ books I do not include any information about the author.

Instead if you need to know more about me and how I have helped thousands of people around the world, and more importantly how I can help you, check out

www.raynewland.com

My pocket books are designed to be read ideally in one sitting and focus purely on one success topic.

Also in all my book’s there is an action plan designed to make sure you implement these success traits, so you can reap the benefits.

*'If you want to be better than
average, you must be prepared to do
more than the average'*

Ray Newland
Author

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These four words are embedded into my being so much so, I have them tattooed on my arm just to remind me every day to follow these steps because they drive me to success.



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These four words have changed my life for the better and I believe they can change anyone's life if they just implement these four amazing life-changing words.

And yes, this is my arm. If we ever meet, I will happily show you my tattoo. ☺

So, where did I get this saying from and why has it changed my life and the life of hundreds of people I have helped over the years?

I listened to an audio tape many many years ago where the speaker told how he had asked a very famous businessman what advice he would give to help him to become a success.

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The four-worded answer that the famous businessman gave, which is now tattooed on my arm, came from a certain Walt Disney.

I forgot the name of the speaker on this audiotape, as it was a very long time ago now, but he went on to explain how he implemented each of these words into his business life thanks to Walt's advice, and it transformed his life so much so that he became a multi-millionaire .

If this story is true, it is not a bad idea to follow the advice of one of the most successful visionaries and entrepreneurs the world has seen.

So please, follow these four words and UNDERSTAND the meaning of each word.

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More importantly, *implement these words in your personal and business life* because I honestly believe if you do this it will definitely help you to move forward.

And you can ‘live a life most people will only ever dream of.’

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*'You're either building your dreams,
or helping someone else build theirs.'*

Peter Voogd

Author

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I believe this is one of the most important things that you need to get right, and as easy as it may sound, it is actually one of the most difficult things most people struggle with.

It is difficult because *you need to know what you want to do with your life before you can achieve what you want.*

I have read and listened to many successful authors over the years and they refer to this trait by different words such as,

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‘What is your passion?’

‘Finding your passion’

‘What do you want to achieve?’

‘What is your dream?’

‘What is your desire?’

etc and etc.

These are all fancy words, but they all boil down to simply put *‘What do you want to do with your life that inspires you?’*

If you do not know my background, for me, in my early years the answer to this question was very simple – I just wanted to become a professional goalkeeper (soccer player).

So I had my dream and the rest I suppose was easy.

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I just had to put in the hard (and smart) work to achieve my dream.

However, I have gone through stages in my life where I did not know what I wanted to do next with my life, and the not knowing kept me in limbo.

I just could not move forward because I did not know what to do.

I have literally wasted months and months of my time being in limbo and it drove me crazy because I just did not know what I wanted to do next with my life.

I got that bad at a certain stage of my life that I went into depression for a few weeks before I finally realised I had to stop feeling sorry for myself and get on with my life as I had a family to support.

One of the main reasons that stop most people achieving their dreams is, **they simply do not know what they want to do with their life.**

Seriously, it is that simple!

If someone does not know what they want to do with their life, they will most probably go through life like a ship without a rudder.

With no direction!

So they just drift from job to job, doing work that un inspires and deflates them.

If you study most successful people who are leading a fulfilled life and you ask them this simple question, '*What do you want to do with your life?*' they will, with 100% certainty, know the answer.

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Because any truly successful person knows, if you do not have a burning passion and a desire to know what you want, the chances are you will never achieve anything!

And as simple as this question is, this is what keeps most people living in mediocrity, because if you do not know what you want, how will you ever get it?

The chances are you will not.

So if you ask a successful person what they want to achieve, you will get a very direct and to-the-point-answer.

Now, what do you think will happen when you ask someone this same question who is not succeeding in life?

I am not trying to stereotype anyone here, but if you walk into a pub located in most working class housing estates and ask any local, '*What do you want to do with your life?*' what would be the most likely answer?

The strong chances are they will first look at you as if you have two heads, and secondly, they will actually not have an answer.

They just simply will not know what they want to do with their life.

And this is one of the major keys to success and that is simply, you need to know the answer to this question, '*What do you want to do with your life?*'

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You might be in this frustrating stage of your life now and you're stuck in limbo, like I was, and not really knowing what you want to do with your life.

So let me give you some tips that will hopefully help you, if this is the case.

Do this exercise: Get a note pad and pen, or maybe get your laptop or smart phone.

Now, write down the questions below (or enter them into smart phone or laptop) and answer them in as much detail as possible.

Or write your answers in the space provided.

What are your strengths?

For example: Are you a good communicator, a good salesperson, excellent with a computer, good at motivating people, a good leader etc.

Try to give as many answers to this question as possible.

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Also ask your closest family and friends this same question and let them tell you what they think your strengths are because you will, with 100% certainty, get some answers that you were not expecting that could possibly help you.

I remember doing this and one of my friends said to me, *'I think you're a great listener'*

I laughed and said, *'What? My hobby is talking, when do I listen?'*

I honestly thought he was joking but he went on to state he was being serious and whenever he needed help, I am his first port of call because he knows I listen before I answer.

So, this was a skill that I probably would not have known I had, unless I had asked my family and or friends.

**What are the books you read and people you
associate with like?**

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There is an amazing saying that goes, *‘Where you will be in the next 5 years will depend on the books you read and people you associate with.’*

If you are struggling to pinpoint what you want to do next with your life, then reading the correct books and speaking to the right people can definitely give you some ideas that you may never have thought of.

So make sure you are reading the correct books on success, and associating with the winners of the world, rather than the losers.

**What do you believe you can do to change people's
lives?**

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Is there one skill you believe you have or maybe a friend or family member states you have to help people change their lives?

If you believe you have, write this down, as this is an amazing place to start.

When I asked myself this question, my answer was, “I believe I can help people find their inner belief and help them achieve their dreams and goals.”

Asking this one question of myself and getting this answer back took me from being extremely frustrated with not knowing what I wanted to do with my life, to putting me on the path to where I am today and helping people all over the world.

Ask yourself this question, it could be a game changer for you.

What is your passion?

This is *the* big question to ask!

I believe, for the most part, if you find your passion the rest will take care of itself (obviously, as long as you put in the hard work and effort).

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There is an amazing saying which I wholeheartedly believe in, and that is, *‘Do something that you are passionate about and the money will inevitably follow!’*

Now, it is not as easy as this. You are not going to be able to say to yourself, *‘My passion is mountain biking,’* and then hey presto, you now own your own mountain bike company.

Life would be great if this was the case.

You obviously need to plan, to set your goals and targets and put in the consistent effort until you achieve your dream and targets.

Once you know what you want to achieve in life (**what your dream is**) you can then start to implement the success traits outlined within this book.

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So you must KNOW what you want to achieve because if you do not know what your life's purpose is, how are you going to achieve your dream?

So, know what you want to achieve in life and then **DREAM** everyday about achieving your dreams!

However, let's say you cannot answer any of the above questions because you simply do not know what your passion is or what you want to achieve in life.

If so, then ask yourself another question linked to finances.

When I was struggling what to do next, I asked myself this question...

How do I want to live my life and what income do I want to earn?

Below is my answer and I still repeat this goal to myself several times a day, every day!

'I want to earn £100,000 per month, every month on autopilot so I can do what I want, where I want, when I want!'

Now, when I wrote this goal, I had no idea how I was going to do this, but your mind is a wonderful thing and once you start asking it enough questions, it will subconsciously find the answers for you.

And this is what happened to me!

I stated this goal (above) in my mind so many times that my mind started to seek out the answer for me and I started to find business ideas that were my

passion that would help me earn my financial goal of
£100,000 per month.

So you ask yourself this same question.

**How do I (you) want to live my (your) life and what
income do I (you) want to earn?**

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What you will find (like I did) is it actually takes more effort to find out what you want to do with your life, than actually putting in the hard work to achieve your goals.

Seriously, for me, it took longer to decide what I wanted to do, than it took to achieve my goals once I had made my decision what I wanted to do with my life.

But before you can embark on a life of success, the most important thing you need to know is...**what do I want to achieve with my life?!**

What is my dream 😊

*‘Believe in yourself and the rest will
fall into place. Have faith in your own
abilities, work hard, and there is
nothing you cannot accomplish!’*

Brad Henry

Author

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No matter what, you must **not** stop believing!

Belief is everything, and sadly the majority of people overlook this vitally important success trait.

Actually, it is not that they forget it, they are totally ignorant of just how important having belief in oneself is.

Napoleon Hill once stated, “Whatever the mind of man can conceive and believe, it can achieve.”

This is a quality quote and something that I believe in.

In my business life, I have been in several business ventures and I have noticed that the people that make it to the top are not necessary the clever people with high IQs etc.

No, the people that go all the way to the top of their field often have very little schooling and a low IQ, with no special skill set.

But what they do have, which gives them the edge against people who are more educated than they are, is just a dogged belief in themselves; they believe it is their God-given right to be the No.1 person in their niche.

Seriously, it is just belief in oneself that separates the winners from the losers.

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As a professional soccer player (goalkeeper) I witnessed the power of belief on a daily basis.

The most successful players in my team were not the super-talented players with the natural ability, it was the average player with the super belief he was the best player on the soccer field.

Belief is everything!

You have to believe, with every fibre in your body and being, that you can achieve your dream and that it is your God-given right to achieve this dream.

Do not worry if in the early stages you are not 100% confident, just keep dreaming, visualising and making yourself believe you can achieve your dream.

Okay, the big question, and one that you may be asking, is, *'Ray, I know what you are saying but I just*

do not have the belief in myself and I have no idea how to generate this belief in myself.'

If you are a person who does not believe in yourself, do not worry, because you can develop your self-belief just like you can develop language skills by learning your ABC.

If you lack confidence at present and you want to develop your self-belief, by far the best tool you can use is visualisation.

I absolutely LOVE visualisation, and I myself have actually visualised myself to success using this success trait.

You might ask, *'Ray, what does visualisation mean?'*

Basically, visualisation is daydreaming on steroids.

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Please trust me on this. I was not naturally confident in myself while growing up and I had very little belief in myself.

I then found out about the art of visualisation in my mid-twenties, and even though it took me several years, visualising changed my life for the better financially, spiritual and personally.

So, please take it from someone who had very little self-belief, **visualisation works!**

I will not go into great detail here because visualisation is a topic for an entire book, and I have actually written a book on this topic it is called *'How to get anything you want through day dreaming!'* but I honestly believe that visualisation is the **most**

important success trait every person needs to master.

So, if you do not understand the art of visualising I recommend you get educated in this vital success trait, whether you buy a book or two, buy an audio program or find a mentor, this will be well worth the investment!

And the great news is, the art of practicing visualisation is one of the **easiest things to do**, once you know how to visualise correctly

The key to visualising your belief is to practice on a daily basis, but as I have stated already, it is very easy to do and takes just a few moments of your time each day.

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And once you have done this long enough, you will find that you visualise subconsciously!

You will not even realise at times that you are visualising your way to become a better believer in yourself, and one day it will just happen for you... **you will be a believer in yourself!**

I know this section is on belief but once you can see how visualising can help you with your belief, start to use visualisation to improve other aspects of your life, whether financial, spiritual and personal.

Belief is everything and without belief in yourself you will only reach a certain level in your life.

But if you work on believing in yourself, you will hit targets and goals you never thought possible.

If you have a natural belief in yourself, you are in the minority, as most people lack self-belief, so this will give you the advantage over your competition who might be better educated than you but lack the power of belief in themselves.

Also there is an amazing saying, *fake it, until you make it.*

So if you lack belief just pretend to believe!

Please trust me this works, because I am living proof of this, and if you read other books on success, you will read about hundreds, probably thousands of successful people, who also state that they faked it, until they had made it

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So simply pretend to have belief in yourself because if you do this for long enough, one day you will no longer have to fake it!

It will just come naturally.

I saw this in action on a daily basis as a professional soccer player.

Most of the players (including me) looked super confident from the outset and just oozed belief in ourselves.

So on the outside we looked super confident, but on the inside we were still scared.

Think about it for a minute, if I and my fellow players went onto the soccer field to perform in front of thousands of fans in the stadium, we could not afford to look nervous and scared because the opposing

team would have taken advantage if they had seen our weakness.

Now, my teammates and I would have been nervous and scared because it is only natural when you are about to perform in front of thousands of crazy soccer supporters but the key was **not to let anyone see this nervousness.**

So the opposing players and the supporters watching would have thought we all looked super confident and had belief in ourselves from the outset.

But the truth was, inside, most of us were nervous and lacked belief, fearing that maybe we might have a bad game.

So we faked it!

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But as my career evolved, because I was doing this every day for years, eventually I could walk onto a soccer field where there would be thousands of people watching, and if the game was being televised, many more thousands of people would be watching, but I went out onto the field without a care in the world.

Okay, I was still a little nervous because this is natural with any performer but because I now had confidence in myself and I had that much belief in myself, to me it was just another day at the office.

However, I only got to this stage because I faked it, until I made it, and I visualised myself to be a super believer.

Seriously, if you ask any top successful performer, sports athlete, artist, musician, entrepreneur etc., I

would bet as much as 95% would state they faked it, until they made it.

So, if you lack confidence and belief in yourself, you now know the secret to gaining this belief.

So go out and believe! (in yourself)

Also do this quick exercise:

Write down below as many things as you can that you believe you do very well.

This could be talking, listening, running, driving, cooking etc.. anything, just write it down. (We will come back to this later on in the book)

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*‘A Goal Without A Plan
Is Just A Wish’*

*Antoine de Saint Exupery
Author*

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Once you know what you want to achieve (your dream) and you start to be a believer in yourself, make sure you put an action plan together.

Without some type of plan, it is going to be difficult for you to achieve your dreams and goals.

Your plan will keep you focused and on track, because without a plan you will be just like a tanker ship with no final destination.

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Just like any tide or current will cause a ship to drift off course in no time if it's not powering towards its destination, it is the same with you.

You too will just drift in the current if you don't have a destination – a plan in place.

But if you have a plan in place, this will lessen the chances of you getting pulled off course, because you know your destination.

Now, I am going to slightly contradict myself.

Even though it is very important to have a plan so that you know your destination, do not get too hung up on your plan in the early days.

You do not want to be one of these people who spend that much time thinking and writing their plan

that they never actually get around to starting their plan.

Or they take so long to start their plan that they end up losing out because someone else jumped onto their idea first!

Your plan should never be set in stone, so I am a massive believer in getting something down on paper quickly and then just start.

So, I am one of these guys who will start their business plan on the back of a napkin.

Because you can always fine-tune your business plan as you develop and grow.

Now, I know the so called experts will state you have to put in a fully-detailed business plan covering every eventuality but I do not think this is needed

because it is down to the individual person who is developing the plan and their personal character.

If you are a person who loves detail, then going for a huge well-planned and detailed novel of a business plan is most probably the way to go for you.

But if writing a huge business plan is not your cup of tea, simply do not do this, no matter what the so-called experts say.

You are best writing your business plan in the way that you are comfortable with and, more importantly, in a way you **believe** will work for you.

It is also worth noting that if you are just starting off in business or struggling with your business plan, do not be afraid to seek advice, and if necessary pay for this advice.

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By getting the correct advice you can save many weeks and months of your time, which will be worth its weight in gold.

However, a word of warning: Be careful before you go to an organisation that is run or funded by the local government.

In most countries, local governments have places that local businessmen and women can go to for help and advice. And sometimes this is free.

Now, I am not saying they are all useless, but from my personal experience and the experiences of many, many, MANY entrepreneurs I have spoken to, these government organisations, for the most part, are a waste of time.

Reason being?

There are a couple of reasons for this,

1. The guys “helping” you have been, for the most part, employees for their entire career, so they have absolutely, no idea what it is like to run a business.

And even though there might be a tiny handful that can help, the reality is that the vast majority of the people helping cannot because they have an employee mindset and not a self-employed entrepreneur’s mindset.

2. Whether or not these guys actually help you, they are still guaranteed their wage.

Now I am not saying they are all like this, but my experience and the experience of my colleagues, who have also used these government funded schemes, is

that we have sat in meeting after meeting, only for it to end up being a complete waste of time.

After all, if they have an employee's mindset, what do you think most will do if they have a choice between getting their wage for not doing much work, or still getting their wage and doing a lot of work?

Again, I am not saying they all will do this but there is a percentage that will opt to do nothing because they still get paid, come what may.

If you are new to starting a business, I do not want to be negative and put you off going to a government funding agency who can offer you free help and advice.

I am not saying do not use these guys. Still go 100% and get this free advice and hopefully some funding.

However, what I am saying is, do not rely on these guys, always make sure you are doing your own thing and if you do go to these government funded agencies and they do deliver what they promise, well this is a bonus.

So still seek these guys out, but still do your own thing, so if they end up wasting your time, at least you have kept moving forward with your plan because you knew in the back of your mind, that these guys might just let you down!

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One of the best ways you can make sure you are putting the correct plan together, is to seek out a mentor.

Or even a business coach.

Having the correct mentor or business coach can turbocharge your plan and get you going a lot faster.

Again, an important note: Make sure, if you do decide to seek out a coach, that they have a proven track record of successfully helping other people.

Do your due diligence on anyone you are hoping to hire and make sure that they have walked their talk.

Also, do not think your plan has to be set in stone.

This is where a lot of people make mistakes in business.

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They will set their three, five or ten-year plan and think that they must not deviate away from it.

This will only put you out of business and or stop you achieving the things you wrote down in your plan.

The reason why you must not stick to your plan is that people change, you change, trends change, and technology changes, basically **everything changes!**

Just ask this question of yourself.

Are you the same person today that you were five years ago?

The answer is, probably not.

Would a business plan you wrote today be the same as one you would have written five years ago.

Again, probably not because you are a little older, wiser have more life experience etc.

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So, just on this basis alone, you have to keep looking at your plan and change it as you must.

I will use the shipping tanker example again.

When the skipper of the tanker types in the coordinates of the port he is headed for across the world, this will set his course (his plan) to where he wants to go, but he will not just put the ship on autopilot and presume he will reach the final destination.

This is because outside forces like weather and tides will pull the ship off course.

The captain has to keep resetting the ship's coordinates (plan) to keep the ship on course.

Just like this ship, we all have outside forces that are out of our control that will affect our plan.

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So, just like this captain, we too also need to keep changing our coordinates to make sure our plan is taking us to where we want to go.

Now if you know your dream and what you want to achieve in life, what I want you to do now, is just write in a few words what things you would need to put in place to make this happen.

This is sort of a mini plan.

Now do not worry if you think you may change this in the future (you probably will), I just want you to do this exercise now.

What do you need to plan, to kick start your dream?

Can you speak to someone already successful in the niche you want to go into, for help and advice, can

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you do some market research, can you create a website
or social media channels etc

Just write down what plan you would need to put
in place to help you achieve your dream.

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*‘Action is the foundational
key to All Success!’*

Pablo Picasso
Artist and playwright

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Action is **vital** because without doing this you will never achieve your dream and sadly for a lot of people, they go to all the effort of thinking about their dream, they believe they can achieve their dream and they put their plan on paper but then they do not... **ACT!**

Action is key!

So... ACT

Once you have put the above plan in place, just do **something** to get the ball rolling.

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Remember, to achieve your dream it will never be just one big action... it will be hundreds or even thousands of little action points done on a daily basis.

So just **start!**

Just do **something** to get your momentum moving towards your dream.

Once you start with a small action and get your ball rolling, you will see your momentum building, which will give you confidence you are on the right track.

This is where people fail because they do not even start.

So do not be like most people ...**just start!**

Do something to get the ball rolling.

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Once you have taken one small action, move onto the next, then the next, then the next, and before you know it, you have achieved your dream.

Please, do this one action and at least **TRY!**

When I was going through a very difficult time in my life, I said something to my wife that changed both our lives for the better!

I was in a job I hated with every fibre of my being.

I had gone from my dream job of being a professional soccer player (goalkeeper) to a dead-end job packing blood for a living when a training ground injury finished my career.

I found myself broke, in debt, living in rented accommodation, and reluctantly having to go to a place of work I hated.

It was not only being in a dead end job that was getting to me.

I could cope with the hard work and long hours for the poor pay, but I was totally frustrated with having to take my orders from the bosses.

In fact, I was far more than just frustrated – it made me feel like a right loser!

But I think what was really getting to me was that I knew I could achieve more with my life.

I wanted to get out of the job I hated so much, so I was really annoyed with myself because I was not putting in the action needed to get me out of this poor situation.

So, one night, while in bed I sat bolt upright and burst into tears because I had hit rock bottom.

But I said something to my wife that was a game-changer.

I turned to my wife and said, *'Babe, if we are not going to get the things in life that we want, so be it...but I will tell you this, when I get to my death bed, if I am still a failure, I will be able to look at myself in the mirror and say...Ray, you never got what you wanted out of life but boy oh boy, you gave it your best shot!'*

This statement did **just one thing for me** what I mentioned at the beginning of this chapter, which was, it got me to **ACT!**

This was the first of thousands of little actions that helped me work myself out of a job that was

destroying my self-confidence, my self-worth and my self-belief.

Seriously, I could not even bring myself to look in the mirror at this point in my life.

This was because I felt that much of a failure working in a place that I knew was beneath me and I was not living to my full potential.

I knew all I had to do was take action to get myself out of this nightmare situation but for whatever reason, I was not taking this action.

Thankfully for me, and my family, when I hit rock bottom, this was the motivation I needed to take action.

And like I stated earlier, the first very small action that I took was to make this statement to my wife.

And as the old saying goes, the rest was history.

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Because, this small action led to another small action, which led to another small action and then five years later on, I was financially free due to my various businesses.

I had also seen this on a daily basis as a professional soccer player.

To make the improvements needed to compete at the highest level in soccer, you have to put very small actions into your game to improve on a daily basis.

I have seen a lot of average soccer players sell for millions of dollars.

These players started off average but because they focused on taking small actions every day to make themselves a better player, they went from an average player to a superstar.

There have been many times when a player has been sold for a substantial amount of money and I have heard other players say,

‘How did that happen, I played with this player four years back and he could not even get into the team!’

Obviously, this player worked hard to improve his game by little actions every day.

In any walk of life, the people having success are the ones **just doing something** each day to get them to closer to their dream!

So please remember, to achieve your dreams and goals, it will never be one big action.

It will be a combination of hundreds and thousands of smaller actions.

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As the very famous quote says, *'The journey of a thousand miles starts with the very first step!'*

So if you are struggling in life at present to take action, just take that first small step!

For me, my motivation is, I do not want to just roll over and die, like 95% of men.

Also, I believe the only thing you should ask of yourself, is to give everything you do your best efforts.

And like I said to my wife when I was at the lowest point of my life, all I was going to ask of myself was to give everything my best shot.

And that is all anyone can do, is give it their best shot.

You probably cannot guarantee you will achieve the results you want out of your life but there is one thing that you can guarantee.

You can guarantee you will at least try!

I have drummed this into my three children especially when they were going through school and sitting exams.

I would say, *'Son (or daughter) about the exams you're sitting this year, pass or fail, the most important thing you must be able to do is look in the mirror and say to yourself, I gave it 100% of my efforts'*

To me, especially when I get to the end of my life, I want to look in the mirror and, win or lose in life, I just want to say to myself...

Ray, you gave it your best shot!

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And that's all anyone can do, is give it their best shot!

So, I hope this book has helped in some small way because I do believe that anyone can live a life most people will only ever dream of if they...

DREAM – BELIEVE – PLAN – and ACT!

To your success

Ray Newland

www.raynewland.com

Ok I am not finished with you 😊

I have one final exercise to give you, so you have some focus to take away after reading my book.

Now I have asked these questions already in this book to some degree but I am going to ask again but this time put it into an action plan for you to take away and utilise for your benefit.

So here goes.

Dream: Write down what you want to achieve next in your life.

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Believe: Write down as many things that you can that you believe you do very well that will help you achieve this dream.

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Plan: Write down a very brief plan how you can work closer to your dream within the next 30 days.

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Act: Write down just 5 action points you can start with right now, that will get the wheels in motion to help you achieve this dream.

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Now here is where the magic will happen for you.

I want you to monitor yourself where you are now with this dream.

And with the brief little mini plan I just got you to write out, I want you to **promise yourself**, that you will commit to **just 1 hour per day**, working towards achieving this dream for **JUST** the next 30 days.

I am just asking you to work **‘just one hour’** per day for 30 days, to chip away at this mini plan I just got you to complete.

Then, after 30 days, I want you to check back in on yourself and see how far you have come in achieving this dream.

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It does not matter if you did not achieve this dream by the way.

The reason for this exercise is to see if you have got any closer to this dream of yours.

Even if you have moved just 1% towards this dream... give yourself a **massive** pat on the back.

I want you to do this exercise because if you get this small success, I am hoping this will give you confidence that all you need to do is just repeat this process.

So this is a confidence building exercise.

Because if you can move forward by 1% each month, eventually you will reach your destination.

Remember just start with one small action, and as long as you put at least one hour per day into achieving

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this dream of yours, you will 100% would have gathered momentum.

Remember though, the key is action, the key is **just to get started.**

So get started 😊

Continued Education

I put this exact same chapter at the end of most of my books, as a free bonus chapter, because I believe without doing this, you will lessen the chance of your success.

And that is continual education!

There is a saying in professional soccer, and that is, *'The moment you think you know it all, it's time to quit!'*

It does not matter how experienced you are, you can always learn something new from someone else.

As professional soccer is so, **so** competitive, you are always looking for the edge to make you a better player.

Even if some newfound information enhances your performance by only 0.001% you would take it because in the professional sporting world, 0.001% could be the difference between a win and loss.

When I first started my business after losing my soccer career, for the first two years I really struggled to grow my business, and even though now it is obvious, back then I did not know why.

As a professional goalkeeper, I knew the importance of taking every single opportunity to develop to become a better goalkeeper (so continued

education) but in business I just did not realise that I had to do the same thing.

I had to develop as a businessman and person.

It was not until I joined a network marketing business that my eyes were opened to the importance of continued education and more importantly, making sure that I grew as a person.

Which I did, and this was when my business started to take off.

You see, as a professional goalkeeper, I was doing this naturally but it wasn't until I started getting educated by my up-line in the network marketing business that it dawned on me that I had to continue to get educated throughout my life.

Just like soccer, when I realised that my competition in business would be seeking to get more and more educated, I set one of the most important goals that I have ever made.

And that was to continually learn and grow my mind.

I now listen to audio recordings, attend seminars, read and associate with like-minded people. I now continually improve myself as a businessman and person on a daily basis.

This has had a major and positive impact on my business and personal life. So, I **strongly recommend** you make continued education a part of your life.

There is another fantastic saying that states, *'All leaders are readers!'*

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After I left school and I became a professional goalkeeper, like most people, I never bothered reading a book because in my eyes, I thought, I have been to school so why do I need to read?

Instead, I would read all the negative stuff like newspapers, magazines to find out which famous movie star had fallen off the wagon that week.

All the information that did not move me forward, I read!

But as soon as I realised the damage reading this trash was doing to my finances, my thoughts and actions, I stopped, and I can honestly say I have not bought a newspaper for easily over 20 years now.

I would recommend anyone now reading my book to **STOP** reading this newspaper trash!

Your life will change for the better with this one small action.

In business, some of the most successful people I have met are always hungry for more information. They read anything that they can get their hands on that is relevant to their business, beliefs and interests.

If you want to be the best in your sector or at least have any chance of a successful business and happy personal life, it will help you tremendously if you continually seek further education to develop your mind... full stop!

Another important point is to make sure you read information that is relevant to you and your goals.

When I first started out on my quest to become better educated I would read anything and everything on business.

This helped me a lot but it was not until I bought a book by Peter Voogd that I learnt the importance of reading information relevant to my needs and business.

Peter stated something along the lines of, he would rather master three books related to his dreams and goals, rather than just read one hundred books for the sake of reading.

When I read this from him, it hit me like a thunderbolt because I was doing what he stated.

I was reading books just for the sake of reading, so I could say, "Hey I have read another book!"

What Peter stated sounds painfully obvious, but I know many, many people who also made this same mistake.

And that was reading just for the sake of reading!

So now when I choose something to read, I am a lot more calculated to make sure I read something relevant to my goals, dreams and **current** needs.

One thing I can 100% guarantee, if you make certain that you are continually educating yourself, then the chances of you achieving your dreams will rise **tenfold**.

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For More Help, Advice, Books,
Audio and Video Programs From Ray, Check Out
www.raynewland.com

And let him help you to ‘live a life, most people will
only ever dream of.’