



The Fabulous, Successful & Single Mompreneur

3 Secrets to Building & Having Your
Way in Business

Table of Contents

Page

About The Book

3

About Me

3

Mindset

4

Mentorship

5

Action

6

Conclusion

7

About The Book

Most of us have all of the tools that we need to do whatever it is we want. However, what I have learned is that sometime it takes hearing the same thing from a different source. We can hear the same exact story from 10 different people and receive a different message each time depending upon our state of mind. Everyone has a bit of fabulousness within and this book was written to bring that out and let you know that not only is it all right to be single but you can be fabulous and successful as well. You owe it to yourself, your children, and the universe to live the life you love.

About Me

I am a network marketing professional, coach, and home based business advocate who understands the challenges of being a single mom. I assist other network marketers, WAHM, particularly single moms build and grow their business's primarily using the internet and from the comfort of their homes.

Editor-in-Chief of Obvious Magazine, an online fashion and life style publication, health and wellness advocate, and mother to Zuri and Mykai. Very busy indeed, but I would not have it any other way!

Born and raised in Brooklyn, NY, I flew south to enjoy the warmer weather and attend Clark Atlanta University, where I graduated magna cum laude with a degree in Chemistry. That was followed with a Masters in Public Health from Emory University and a brief stint working in that field but after the birth of my first child I wanted to be a stay at home mother. Fast forward a few years and I'm designing the life that I love to live.

Mindset

“It’s not what happens to you that determine how far you will go in life, it is how you handle what happens to you.” –Zig Ziglar

One of the most important habits that you can develop is a positive mindset. Everything starts with a thought. Now you can think hundreds if not thousands of thoughts throughout the day but your mind can only focus on one thought at a time and it can be either positive or negative. Your thoughts are the one thing you can control, so why not choose to focus your thoughts on becoming the person you want to be. Focus on your goals and the steps you need to achieve those goals because the universe will give you exactly what you ask for. A positive mindset affects the way you feel about yourself. It makes you stand taller, hold your head higher, builds your confidence and that, my friend, is sexy!

So how does one develop a positive mindset? It starts with a decision and it is intentional. You guard your time and your personal space. You guard what you allow to enter your mind. You turn off the idiot box (TV) or as my mentor Cedrick Harris refers to it as the automatic income reducer, and turn on some personal development CD’s, read lots of books and attend seminars. I don’t know one school that offers a degree in attitude. However, if you want to have a great attitude then you have to study attitude. One of my favorite books is called The Gold Book of YES! Attitude by Jeffrey Gitomer. If you don’t have this book, then I highly recommend you purchase it. Don’t just read this book, study it. Get your highlighter and make the pages glow. There are other books out there and I could give you a list but I want you to develop your own list, build your own library and don’t let your friends borrow your books. Either purchase a copy for them or let them buy their own, it’s called making an investment in themselves.

Mentorship

“If you want to be rich, hang out with rich people. Watch what they do, eat what they eat, dress the way they dress-try it on.” –W. Clement Stone

Unless you have been living under a rock all your life you should be familiar with the concept of mentorship. A mentor is someone who has a wealth of knowledge and expertise or talent and is willing to share their ideas with you. They can provide guidance, insight, and constructive feedback to you. A mentor can cut your learning curve by years and quantum leap you to the success you desire.

When I initially started investing in real estate, I went about the wrong way. It was during the height of the market and everyone was buying and doing crappy renovations and reselling the properties at an inflated price. I jumped in without any knowledge of what I was doing and allowed myself to be blindly guided. Well you can probably guess what happened. I paid too much for the house and after the renovations were complete, I couldn't find a buyer to save my life. Ultimately I ended up losing that property but I learned a more valuable lesson. After I quickly licked my wounds, I joined my local real estate investors association and attend every sub-group meeting that I could. In doing so I quickly identified the person who would become my real estate mentor. She had years of experience, a great track record and the respect of her peers. She was more than willing to share his knowledge and help me achieve my goals. I am a better investor because of all that I learned from her.

Now that you see how a mentor can help you grow, the question is how do you identify one? I suggest looking at your circle of influence. Chances are there are six degrees of separation between your future mentor and yourself. Another place you can look is within your social networking sites. LinkedIn, Facebook are all a twitter with people in every field imaginable. Are you taking full advantage of the relationships you are building? Pick up the phone or send a short but specific email or letter detailing exactly what you would like to learn from this individual and why. Your mentor's time is valuable so don't expect any hand holding to occur and be prepared to receive criticism. Your mentor calls the play and your job is to execute it. Remember this, successful people are well connected and are often quite eager to share their knowledge with a fabulous serious go-getter such as you.

Action

“Stop thinking or acting like life will happen after everything is crossed off your list.” –Nancy McFadden

That darn six letter word stumps even the strongest people at times. Action is a verb, it requires movement and I understand, sometimes that can be uncomfortable. But, what happens when there is no movement? Absolutely nothing that’s what. You can have the best laid out plan; however, if you never take action, then it is all in vain and you have wasted your time and energy and fabulous women don’t do that.

What prevents one from taking action? Fear is the biggest excuse. Fear of failure, easy to understand but no excuse for not taking action. Fear of success. Now why would someone be afraid of success? Because if they succeed, they feel they will be expected to maintain that success and for some people that is too much pressure. Back to my early days as a real estate investor, I did not let the fact that I had absolutely no experience stop me from doing my first deal. Granted I should have been more thorough in my research, the point is that I took action and even after I lost the property, I used my new found knowledge and applied it to the next deal, and the next deal, and the next.

What’s your first step? Like anything else, it’s starts with the decision. After that, you have to put one step in front of the other and keep it moving. EVERYTHING must be deliberate and should be an income producing activity (IPA). Who are you talking with on the phone, your girlfriend or a business prospect? What are you listening to when you’re running your errands, the local radio station or an educational CD? Are you getting out of bed earlier and staying up an hour or two later? Get my point?

I cannot predict the future but I think it’s safe to say that the person who sits on the sideline planning every single move, constantly in the “Get Ready” phase instead of the “Ready, Set, Go!” phase almost never gets out of the starting blocks. But I almost forgot that I am talking to the fabulous women out there and we are all about taking ACTION.

Conclusion

“Whatever you vividly imagine, ardently desire, sincerely believe, and enthusiastically act upon... must inevitably come to pass!” -Paul J Meyer

To sum it up, you are the co-creator of your life and you only have this lifetime to get it right. What I don't want is for you to wake up one day look in the mirror and see the reflection of someone who has a lifetime of missed opportunities. Life empowerment coach British Hill says “success is all about common sense, but unfortunately, common sense is not common”. Look in your mirror and polish it until the shine is so bright that it's almost blinding. In conclusion, I have one challenge for you and this will force you to utilize all 3 skills that are in this e-book. I once interviewed one of my mentors, Mr. Cedrick Harris and he shared this with me. ..“I want you to look around your house and count the number of TV's you have. Calculate the total number of inches on the TV's, so for simplicity if you have three 40" TV's then you have a total of 120 inches. Now if you do not have at least 120 books, CD's, or DVD's on your craft, then you need to get rid of a TV or two.” I challenge you all to do the same. This challenge will force you to take action, and as I stated earlier, sometimes that means getting uncomfortable. It will definitely change your mindset because now you are focused on self development and the study of your craft. Finally, you are guaranteed to find a mentor or two through the materials you will be studying and the seminars you should be attending. Now it's up to you. See your vision, speak your vision, and be your vision.

Golda Smith

