

# **Entrepreneur's True Secrets Of Success - The Mind Power**

**By Patric Chan**

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## About The Author:



Patric Chan is one of those "ordinary person" turned extraordinary despite his "interesting" background. Living in a small island in Malaysia, never been to a college or University in his life before, have totally no network of association and starting from \$zero money, Patric is now the founder of the [You Chan Do It Success Outcome System](#), an international speaker and a business entrepreneur.

Other than that, Patric had shared the stage with many millionaires and world-class speakers in 11 countries and co-authored a book with authors like Zig Ziglar, Brian Tracy, Robert Kiyosaki, T Harv Eker, etc.

To help people around the world to achieve success, he specializes in breaking down the complex success techniques and strategies into simple-to-understand concepts that can be applied instantly to their life. That is why, his concepts are based on the "Chan" do method -- Turning the "can't" into "Chan".

He's a strong believer of achieving success and creating wealth by learning from other successful people around the world-- Investing in your own self for total success.

Patric's [You Chan Do It Personal Achievement Newsletter](#) is subscribed by tens of thousands of people around the world and it's where Patric shares his valuable self-improvement tips that will take the subscribers to the next level of personal achievements.

When not at work, Patric spends time with his wife, Emily, and he plays basketball on Sunday evenings.

Visit Patric Chan's success tips blog at [www.PatricChan.Name](http://www.PatricChan.Name)

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Entrepreneurship is often difficult, as many new ventures fail. To be a successful entrepreneur, you have to know how to work your mind.

The mind is an infinite wonder. It has the fantastic ability to change your desires into reality. You can do anything that your mind can conceive, as long as you have the belief and will power to back it up.

## **How Your Mind Controls You**

Take the case of cancer patients who were given placebo pills. These are just plain pills that have no healing capabilities.

So how did they get well?

The power came from their thoughts. They were told that these pills contain the highest amounts of cancer-fighting ingredients which can effectively cure them in a matter of days.

That is how powerful your mind is!

They believed that their health will be restored. They have registered in their minds that these pills will cure them of their illnesses. In the process, the belief embedded within their subconscious came to reality.

So how can you use your mind to achieve your dreams as a successful entrepreneur?

One of the most effective ways is to use the "as if" principle. Act as if you are the person you want to be. Act as if you are already in possession of whatever you long to have.

So what do you want to have as an entrepreneur?

You want to own a successful company?

Be the owner of a great business?

Think, act, and feel like one. You'll be much closer to your goal if you're constantly inline with your objective. Be obsessed with your dream. But also be realistic about it. It doesn't mean that if you want to be Superman you'll fly out the window. Not a good idea!

It's not enough that you act like one, but you have to actually ACT.

Do what needs to be done. You might get so lost in your fantasy dream world that you've forgotten to take some action. Let your visions encourage and motivate you to actualize your purpose.

The problem with the people of the modern world is that they are too preoccupied with worries, anxieties, and negative emotions. They waste their energy on all this negativity instead of putting it into more constructive use.

## **It's All In The Mind**

There was once a weightlifter who couldn't lift weights in excess of 300 lbs. So his coach devised a clever idea and told him that the barbell he has to carry weighs only 300 lbs. With all his might, the weightlifter managed to put it above his head. After he puts it down, the coach told him that he has just lifted 350 lbs. of weight!

It's all in the mind.

A famous person once said, "Whenever you think you can or you can't, you're right." There is absolutely no limit with what the mind can achieve. But you have to combine belief, will power, and action with positive thinking in order to arrive at your intended destination.

The most important factor that goes into determining one's success as an entrepreneur is what goes on in his/her mind. Where you are today and what you are today is because of your own mental attitude towards yourself and others. And you alone can change it. All that is needed is a change of your attitude.

The mental attitude that you carry is actually more important than it seems. It could be affecting your life without your knowledge. Your mental attitude could either take you up the path of success or down the depths of failure.

You are in control of your thoughts, so it is up to you to do something about it. It is in your hands.

*All of our behavior results from the thoughts that preceded it. So the thing to work on is not your behavior but the thing that caused your behavior, your thoughts.*

- Dr. Wayne Dyer

**\*\* Note: Dr. Wayne is also one of the co-authors of Walk With The Wise Entrepreneur at [www.mentorsandmillionaires.com](http://www.mentorsandmillionaires.com)**

They say that the mind is a super-computer – greater, better, and more efficient than any computer there is. Just as any computer can run many different programs; the human can perform many different behaviors.

Computers generate thousands and thousands of information through processing the raw data the user inputs. The human mind is not at all different from this.

For a clearer view, let's take for example the process by which a search engine in the internet undergoes. In cyberspace, one can look for a particular subject without even standing up from his seat. All he has to do is open a search engine, type the subject matter he is looking for, and wait for the results to be produced by the engine.

Simple and common topics like love, the Earth, McDonald's, etc. that you might key in may produce millions of results. Some are relevant and may conform to what you are really looking for, while others are insignificant and do not focus mainly on the topic – that they may only mention the word once or twice.

Like computers, particularly search engines in the internet, the mind also generates thoughts and ideas this way – quick and easy, provides plentiful results, yet with complications.

We can never ask a search engine to list only the ones we need, the appropriate ones, and to neglect those that hardly match what we are looking for. Likewise, relevant and irrelevant thoughts will also always pop up in our minds.

We can never avoid it, but we can always check them one by one and classify as to positive or negative thoughts.

## **Positive Thoughts**

Positive thoughts are sets of ideas in the mind that brings confidence, optimism, and focus to an individual.

Precisely what does positive thinking mean?

It means habitually to dwell upon the pleasant side of things, to see the good in others, and to encourage only thoughts that are helpful and constructive.

Positive thought is aggressive in character, expressing itself in the real and substantial, as opposed to negative thought that seeks rather the disagreeable and destructive. The difference between men of these two types is as great as the opposite poles.

Simple I can's and I am's shall be a great way to start cultivating our minds with positive thoughts.

Confidence and optimism walk together. People who possess these qualities are usually successful. Positive thoughts release positive energy, which help build the attitude to success.

And that's exactly what you need to be a successful entrepreneur. Positive attitude ensures that you are able to handle whatever circumstances that comes in your way, whatever problems that you have to face.

Keep in mind that running a business is never easy, therefore you have to be prepared to face its downsides. With positive thoughts in your mind, what CAN'T you face?

## **Negative Thoughts**

"Negative", the opposite of positive, means "being pessimistic or tending to have an undesirable outlook" (Encarta Dictionary 2003).

Negative thoughts are unconstructive and discourages you to be someone or do something more with yourself. Your negative thoughts will pull you down. You begin to have doubts about yourself or in what you can do.

A negative thought starts with just a little spark, triggered by some unpleasant experiences in your life, but left unattended it can consume your whole mindset.

It's bad enough that everyone possesses these thoughts but what's worse is that not all can overcome them.

Usually, people with negative thoughts will think these thoughts, "I'm not good at anything. Science, Math, Speech, you name it. I can't do it," "I can't face her. I'm just too shy. Will you just give her this for me," or "What if I made a mistake? My boss will surely kill me."

No, not, don't, can't, won't, and what if's – these are the usual manifestations of negative thinking. It's as if they have this function to build a wall between you and the place you're going; thus, holding you back from doing something without even trying.

That's how evil negative thoughts can be.

As an entrepreneur, how will you succeed when there's a wall between you and your success; holding you back?

No matter how hard you try and how much effort you put in to your business, you'll never be able to walk through that wall.

So start breaking that wall down!

Try looking at the positive side of matters.

If you think you're not good in something, improve yourself. Then get opinions from people close to you, like your friends and family. Let them tell you what they think. If the things they say insult you, do something about it, prove them wrong. And if they compliment you, take that as your boost of confidence.

Once you're confident in yourself, I'm sure you'll start looking on the brighter side... the brighter side of entrepreneurship.

## **Clash between Positive and Negative Thoughts**

The concept of positive and negative exists in many fields of study. And in all of these, they seem to oppose each other. They are in constant conflict. Positive expressions or words are affirmations and in agreement to something previously said, while negative expressions are in disagreement and differences of opinion in communication.

Our mind is unlimited when it comes to generating thoughts. It produces every idea we need. Comparing it to a search engine in the internet, when we wish to find answers to a certain problem, it will make a list of all solutions, regardless if it's possible or impossible, and acceptable or unacceptable.

This is where the clash begins. It's as if the positive thought Yes, I can and the negative thought No, I can't, will compete with each other to see who will win the fight.

Given the problem, can you achieve double the sales target of this month, the mind works by hypothetically answering the question. Obviously, there are only two possible answers: Yes, I Can (the positive thought) and No, I can't (the negative thought).

If, for example, the mind chooses the negative thought and says No, I Can't, the next thing to do is to just let things be, laze around in the big office, go home from work early. Pretty easy eh! In fact, it's much easier than the other alternative.

This time, still hypothetically, if the mind chooses the positive response and declares that I Can, it has to let the person do several tasks. Surely, he has to do something to accomplish his goal, right? These tasks include reviewing previous monthly sales, thinking of ways to achieve higher sales, and looking for more

clients. He has to perform all of these again and again to achieve what he wants; to double the sales target of the month.

Comparing the tasks that the person would have to go through when he chooses any of the possible solutions for the problem, the positive thought would have to let him undergo in a more complex situation than the negative thought.

This is what the person would have to measure intensively. Will he go with the thought that he can not achieve double the sales target but without experiencing the hassle of even trying, or with the thought that he can achieve it but will have to go through all necessary preparations?

How about you?

What does your mind say?

That is practically the conflict between the positive and negative thoughts happening in our minds that we should try to resolve.

Putting everything into action is the only way to know which thought has won the clash. If, still related to the above problem, the person did nothing until the end of the month, then it is clear that the negative thought convinced him not to try anymore since he won't really be able to achieve double the sales target.

On the other hand, if he was seen reviewing, thinking, and looking for sales, then the positive thought induced him that he can achieve double the target; that's why, he made the extra effort to achieve his goal.

It is from here that we may conclude that how we act and behave are results of how we think. It is evident through our actions what kind of thoughts in our mind are we carrying out in dealing with our everyday life. If there is something to work on, it is not our actions, but our thoughts which create actions.

The thoughts that we send ourselves can influence our self-esteem and our self-confidence in any particular position. A person's mind may send them negative thoughts when they are confronted by a challenge, such as:

- "I'll never be able to do this!"
- "Everyone's going to laugh at me!"
- "I'm very stupid!"
- "I'm a hothead, and my anger is going to get me in trouble one of these days."
- "This is so unfair!"
- "Anyone else but me could do this right!"

These negative thoughts have the ability to weaken one's self-confidence. There are three positive ways of overcoming these negative thoughts.

- **Search for the truth.**

At times the negative thoughts include deceptions and exaggerations. Is it actually true that "Anyone else but me could do this right?" Is it actually true that "I'm very stupid?" These two messages are most likely untrue – and they are absolutely useless.

- **Face up to the fears.**

At times the threats in the negative thoughts are wrong – or improbable to happen. On other instances it may be that they will occur, but will they actually be so terrible? We might believe: "Everyone's going to laugh at me!" However if this is the worst that can ever happen to us, why not give it a try?

- **Send positive thoughts.**

Substitute the negative thoughts with more positive messages. These should be realistic, reasonable, and should be able to support what we can actually expect to achieve.

## **Influences Of Self-Confidence**

Self-confidence – like being famous and wealthy – is something we believe everyone else possess. In spite of that, feeling insecure about ourselves is probably the most common problem of humans. The majority of individuals in society believe "You have to be born with it." This is absolutely untrue. You can learn how to be confident, just like learning how to cook or drive a car.

Secondly, people are likely to believe once they lose their self-confidence that it's gone for good. It's not true. It may take time to win your self-confidence back, but once you defeat your insecurities it's less likely that you'll lose your self-confidence once again.

Thirdly, people believe that you can only have self-confidence if you are able to conquer a new challenge. There is more to confidence than achieving something new.

In response to external control, people build several assumptions; some of which are positive and some are destructive. Several assumptions that can hinder self-confidence, as well as alternative ways of thinking, are as follows:

<b>BELIEFS</b>	<b>ALTERNATIVES</b>
<p>“I should always have love and approval from every important person in my life.”</p>	<p>This is a perfectionistic, unreachable goal. It is more reasonable and desirable to build personal expectations and principles that are not thoroughly dependent on the consent of others.</p>
<p>“I must be completely capable, adequate, and superior in all significant aspects of my life.”</p>	<p>This once more is a perfectionistic, unreachable goal and suggests that self-worth or self-esteem is identified by accomplishments. Achievement can be satisfying however it does not make you more worthy. Instead, worth is an inherent characteristic and all people have it.</p>
<p>“My past remains all important and influences my emotions and behaviors in the present.”</p>	<p>Whilst it is true that your confidence was particularly susceptible to external control during your childhood, as you grow older you can achieve awareness and viewpoint on what those influences have been. In doing so, you can decide which influences you will continue to allow to take action on your life. You don't have to be helpless in the challenge of past incidents.</p>

In order to increase self-confidence you have to believe in yourself. If you believe in yourself, then you can succeed in anything and everything you set your mind to. You may not succeed the first time you try, but you need to keep trying until you do succeed. Quick success does not exist in our society.

Success only comes to those who work hard to get them. You'll get nowhere in life if you do not motivate yourself. You have to build a lifestyle that is appropriate for you. Don't settle for anyone else's lifestyle or for a lifestyle that's underneath your expectations.

## **Believe, Conceive and Achieve**

*'Whatever your mind can conceive and believe your mind can achieve' - Napoleon Hill.*

Your capacity to believe is your greatest potential asset.

Start believing that success of becoming a rich entrepreneur is possible.

Whatever task you are given or whatever dream you have, picture success in your mind. Burn the thought into your subconscious mind. Keep yourself focused on the outcome that you want to achieve in what you do. The mind can achieve anything that it believes and conceives.

You will be surprised to know that there is a giant asleep within yourself. You can direct him to do anything that you want.

You have no idea what you are capable of. Don't underestimate yourself. Believe it, the power of your mind and imagination is truly exceptional.

You can think your way to almost anything in life - success, happiness, illness and even death.

So remember, your thoughts can either make you or break you. To be a successful entrepreneur, you have to know how to work your mind. The choice is in your hands. If you take the time to analyze, run, and then go back again and start all over each of these aspects in your business, the end result is success.

I wish you all the best,

*PATRIC CHAN*

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