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**POCKET**  
**Mentor™**  
**Formula**  
**for success**

By

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# **POCKET** Mentor™

**P** icture your dreams – create a positive vision for the future

**O** rganise your thinking – Develop a Plan

**C** ontrol your focus – master the law of cause and effect

**K** now your self – the secret to having a high self-esteem

**E** xperience follows action follows words, follows thought

**T** ake personal initiative – Act as if it all depends on you

**M** oney – learn to budget your time, energy and finances

**E** nthusiasm – is contagious, enjoy yourself

**N** o is a sentence. No is a two letter word.

**T** oday, not tomorrow

**O** nward by objectives

**R** eal change comes from “beginnings” and “endings”

## **Whether it's to find clarity, focus or direction in your life, create positive change, find the motivation to meet your goals, build self confidence or self-esteem, create balance in your life, or increase earnings or productivity, you're going to love this e-book...**

My name is Fraser Hay, creator of Pocket Mentor, the personal life coach, diary and success system in one. I am also owner of [www.pocketmentor.co.uk](http://www.pocketmentor.co.uk) and normally at this stage in my workshops and seminars I'd introduce myself and give you a bit more about me and my background, but instead I cover that in greater detail on the link on the home page entitled "[more facts about Pocket Mentor](#)". Please feel free to visit the link, after you read and apply the techniques, concepts, exercises and ideas outlined in this e-book.

In this book, I'd like to explain the acronym P.O.C.K.E.T. M.E.N.T.O.R., - It is a simple acronym and formula for achieving success in life, and is the basis on which the Pocket Mentor self improvement and achievement system is based.

This e-book also contains numerous little known, but highly effective concepts, techniques and exercises for you to apply and start generating many positive results in all areas of your life.

This e-book is designed so that you can re-read it daily as a stand alone lesson on how to master your thoughts and create the future you want and also to mentally prepare you for purchasing your own version of the Pocket Mentor self improvement and achievement system in order to achieve even greater results.

One final thing, in order to get maximum benefit, please ensure you write down your answers to the questions, and perform the exercises contained throughout. That said, now lets begin...

**P** icture your dreams – create a positive vision for the future

3 questions rule my life, and they should rule yours too. Got a pen?

You should ask yourself these 3 simple short, powerful and positive life altering questions, to transform your self as an unlimited being with the unlimited potential to prosper in the world. It's time to examine your present circumstances, and think about how serious you are about wanting to achieve the things you really desire in your life today.

For if you continue to do what you have always done, you will continue to get what you've always had.

As you ask yourself and reflect on these 3 simple questions, you will identify areas of change in your life, things you love to do, but probably haven't done for a while, and will identify certain goals that you want to achieve and will be surprised that they perhaps hadn't become obvious to you before now. The immediate value of the proven P.O.C.K.E.T.M.E.N.T.O.R system depends on what you apply these ideas to and how well you apply them.

You can reflect on your notes at the end of this document and introduction to the Pocket mentor system. Don't forget, the basis of this system is the realization that reading, reflecting and applying the information contained in this e-book produces real value and real learning, but that it must be read or listened to over and over to master the simple principles, and when you combine the knowledge contained here and inside your Pocket mentor, positive, long lasting results will manifest in your life faster than you even dreamt possible.

Ready?

Q1. What do you enjoy doing?

Come on think. What past time, leisure or work activity, hobby, sport, act or service, do you really enjoy doing? Go on write it down. It could be reading, watching TV, making something, doing something, it might be the thing you love to do on your day off, or the weekend, it may be something you love to do every single day of the week, or when you are on your own or spending quality time with your partner or loved ones. It may be something you haven't done in a long time, or don't do often enough. Write it down, it might one thing, 3 things, half a dozen – write them down.

I enjoy \_\_\_\_\_

Q2. What are you good at?

What is it people ask your opinion about? Or input for? What is it that you have a talent for, or really excel at? Write it down. What is you can do, that your boss can't? Or your partner can't? Or your customers can't? what is you do really well, that people pay you to do it? It may be writing, public speaking, working with people; it may be languages, a sport, or hobby, take time to consider what you are really good at.

I am really good at \_\_\_\_\_

Q.3 If you had no chance of failure, what would you do?

What do you really want to do with your life? What's your life long ambition? What have you always wanted to do? Write it down. Be honest, express yourself, and tell me and yourself what it is that you really, really want to do if you had no chance of failure.

F.E.A.R is what stops us from doing the things we would really like to do. But there is nothing to fear, for fear is an acronym for False Evidence Appearing Real. F.E.A.R. Fear doesn't exist, it is self imposed upon yourself by you. One survey revealed that:-

Things that never happen	<b>40%</b>
Things in the past that cannot be changed or altered	<b>30%</b>
Unnecessary worries about our health	<b>12%</b>
Miscellaneous worries	<b>10%</b>

**92%** of our worries waste our time and energy and cause stress needlessly

Legitimate worries are only **8%**

It is False Evidence Appearing Real. Stop thinking about the things you don't want, and start thinking about the things you do want. Remember 92% of what we worry about or dwell upon are un-necessary. So, if you had no chance of failure what would you do...write it down.

If I had no chance of failure, I would like to \_\_\_\_\_

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**P** could also stand for Prosperity Consciousness - your natural state of unity with spirit, nature, humanity and your inner self. It knows that the abundant riches of the universe are there for you to have. Let Pocket mentor help you to picture in your mind or visualise, what it is you really want to be, do or have and let pocket mentor reinforce it every single day, continually helping you to picture and achieve the daily, weekly, monthly and yearly goals that you set.

## **POCKET Mentor™**

### **O** rganise your thinking – Develop a Plan

Start monitoring your thoughts closely, you will notice that you often daydream thousands of negative, worrisome, attacking and petty thoughts that very closely mirror what you experience. Scientists estimate that 90%+ of the 50,000 thoughts we have a day, are repetitive or negative thoughts. The life you have created for yourself is literally arising from your thoughts and beliefs. There is no such thing as an idle thought. Every thought is a cause that has an effect at some level. Here is an important formula for life: - Write it down...

**E + R = O**

**Whatever external experience we have, enjoy, or endure, it is our reaction or response to that experience that determines the outcome. In other words, we have the ability through choice to respond differently to any situation.**

I'll repeat that –

**E + R = O**

**Whatever external experience we have, enjoy, or endure, it is our reaction or response to that experience that determines the outcome. In other words, we have the ability through choice to respond differently to any situation.**

Your ideas, visions and dreams, whatever they may be, are the prophecies of what you shall one day become and achieve. You can predict your outer life tomorrow by looking at your inner self today. You can change your tomorrow by changing your thoughts today, and how you respond to events, and circumstances today.

We should give thought how you are going to respond to current or new challenges, and what you need to respond in a positive and timely manner to generate the positive outcome you desire. If you think about it, if we don't like a particular circumstance or event in our life, then we must have a better idea, thought or inkling as to how we could improve it or make it better for our self. If you are unhappy about your salary level, weight, amount of debt, quality of relationship, then you must have an idea of what your ideal solution or scenario is. Therefore, all we have to do is give due consideration to that fact which in real terms becomes our goal, and what we need to achieve it and by when.

You need to take your master goal, and break down into smaller achievable goals. When would you like to achieve your goal? What date? Yes, you know what you want, but do you know how you can get what you want? Would you need any kind of special training, or new skills to achieve your goals? Or maybe further educational studies? Do you have a set plan of action that will lead to the achievement of your goals? What things, both tangible and intangible, do you need that will aid you in implementing your plan of action?

Take a moment to sit down and list the things you would need and make your plan of action. This is a good time to break them down into small, realistic steps and consider what it is you need it may be finances, equipment, time, assistance, or advice. Until you identify what it is you need to achieve your plan, you won't be able to start implementing it. Remember and give consideration by when you want to achieve your goal, and plan of action.

Things you need for your plan of action:-

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Remember, Pocket Mentor will help you identify where you are in your life now, and help you create a plan of action to help you get where you want to be.

**C**ontrol your focus - master the law of cause and effect

Your thoughts are the cause of everything that's happened to you in the past, and that will happen to you in the future. Change your thoughts (the cause), and the effects (your experiences) will change accordingly. Scientists have recently proven beyond doubt that the physical world is one large sea of energy that flashes into and out of being in a fraction of a second, over and over again. Nothing is solid. Scientists have proven that thoughts are what put together and hold together this ever-changing energy field into the 'objects' that we see.

Consider this. You have 5 physical senses (touch, sound, smell, sight and taste). Each of those senses operate at a particular frequency (for example, a dog hears a different range of sound than you do; a snake sees a different spectrum of light than you do; and so on). In other words, your limited set of senses perceives the sea of energy from a certain limited standpoint and makes up an image from that. It is not complete, nor is it accurate. It is just an interpretation. Our thoughts are linked to this energy and they determine what the energy forms. This helps to explain many things such as positive thinking, prayer, faith, creativity, goal-setting, disease, and much more in a very scientific way. Your thoughts literally mould the universe on a particle-by-particle basis to create your physical life.

Look around you right now. Everything you see in the room you are in NOW started as an idea, a picture or thought in the mind of the person who created it. Look around you and identify that statement with the objects around you.... The seat you are sitting on, the computer you are using, the desk, the pen, the cup, the light – all began as an idea or thought in the person who created them. That person's original thought resonated at a particular frequency and the more it was shared and expressed, grew stronger and stronger attracting other

thoughts, and ideas, until it transformed into a physical object via a very simple PROCESS....which we will cover later on in this document.

In short, you literally become what you think about most. Your life becomes what you have imagined and believed in most. But it also true to say, that the predominant thought that occupies your mind the most, is quite often the one thing that you deny yourself of, or do not have or have not accomplished or attained. For example, answer the following question truthfully....What is the one thing you have been continually thinking about or has been the predominant thought in your mind today, yesterday or for this past week, or month.

Take a minute to acknowledge the one thing you have been thinking about the most, and write it down. It may be anything at all. Go on write it down.

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Whether you work for yourself or someone else, are a student or a parent, there are times that you might feel overwhelmed by obstacles or the “effects” around you, and become so preoccupied with other things that you tend to give up on doing the things that lead you towards your goals. You become unsuccessful and don't achieve your goals simply because you have lost focus on them, or are concentrating too much on the “effects” and not the “cause” of the experience.

Ever noticed how certain situations in your life keep repeating themselves until you undergo a major breakthrough? For example, some people are always having relationship problems. They go from one bad relationship to another. Others might have money problems. When they get one bill finally paid, suddenly another lands on the door mat. Some people have weight problems. You could be asking yourself why? All problems arise from believing in a false thought (or cause). Until it is changed, the effects of that thought (or cause) will keep coming back in different forms.

The law of cause and effect is the number one universal law. Throughout history, every spiritual and scientific teacher has reinforced the importance of this one law. They may have taught that you get what you give, you reap what you sow, or what goes around comes around, or every action has an equal and opposite reaction etc etc, but one thing is certain. Things improve in your life, when you improve. They get worse when you get worse. Whether its health, wealth or happiness - the principle remains the same. You are the “cause” of everything that happens in your life, whether you were conscious of it or not. To be happy, cause another person to be happy. Becoming aware of and mastering the principle of Cause and Effect is vital to your future success because your world mirrors your thoughts and beliefs. Whatever you consider to be true or real in your mind will affect you someday in someway unless you change your belief in it.

Here are 4 questions to ask yourself to control your focus, and get right back on track to achieving your goals and ultimately, success!

1. Are my goals achievable?

By achievable, I mean realistic and attainable. You might unconsciously have set a goal that anyone will really have a hard time achieving, even if they had the means and the time to do so. The important thing is to make your goals as realistic and as achievable as you can. Remember what we said earlier – organise your thinking into smaller achievable steps. With the pocket mentor self improvement and achievement system, we will show you how to do this every week of the year.

## 2. Do you really believe in your abilities?

It is true that the only person whom your success hugely depends on is yourself. So, do you believe enough in yourself and in what you can do to achieve your goals? Self-doubt is your biggest adversary and the biggest obstacle you will come across on your way to your success. Remember F.E.A.R, Could it be that you have lost focus of your goals because you unconsciously set aside having to deal with your self-doubts? With the diary based Pocket Mentor self improvement and achievement system, you stay on track every single day, and let you prove to yourself that there is nothing you cannot be, do or have.

## 3. Are you doing more than you can currently cope with?

Sometimes, it's better to work on one goal at a time, rather than doing and shooting for so many goals all at the same time. For one, doing so will hinder you from achieving each goal faster, and for another thing, you will not be able to focus your full energy on one goal. You will constantly be running and trying to achieve one goal after another and this usually results to you not being able to achieve any one of those. Prioritise your goals and then start with either your top priority or the most realistic goal. You'll discover for yourself that you are able to do more and achieve more using this approach. Decide what the most important thing is that you be focussing on today – and do it. What is the best use of your time NOW? Pocket mentor ensures you get maximum return on investment for the time you spend on working to achieve your goals.

## 4. Do you give up easily?

Along with asking if you believe in your ability to achieve your goals, this is the second most important question you should ask yourself. Yes, you do the steps necessary to achieving your goals, but after one or two failures, do you give up and not try again? Persistence and patience are the keys to achieving your goals and eventual success. Always remember that it is very rare that a person achieves total success or attains his goals in his first try. If people did, there would be no need to build self-confidence, patience and persistence in oneself. Pocket mentor, offers a simple system to help recharge the mental batteries, pick yourself up, and ensures you stay focussed on your goals, and create the best thoughts or causes, and thus generate the best results or effects.

## **POCKET Mentor™**

**K**now your self – the secret to having a high self-esteem

Even though within each of us, is an unlimited potential, our experience of this world is often one of limitation. Many people often live in a delusional world of isolation, scarcity, low self esteem, living a life that's patterned after the expectations and limited ideas of others, choosing to ignore the special gifts they have to share with the world and the special opportunities for growth and learning in their particular life situations.

“No-one can make you feel inferior without your consent.” It's what you say to yourself after they stop talking that's important.

I'll repeat that –

“No-one can make you feel inferior without your consent.” It’s what you say to yourself after they stop talking that’s important.

Remember, people cannot hurt your feelings. Your own self doubt hurts your feelings.

These experiences of limitation are often reflections of our basic beliefs about us and our universe. These negative attitudes were formed by many hundreds and thousands of experiences in our life including parental disapproval and expectation, and social conditioning. Negative beliefs pattern our thoughts, feelings and actions, creating our experienced reality, which is the reality we then use to justify the negative beliefs. For example: "I know I'm a poor person, because I don't have any money." While we may think that our belief that the world is a hostile and uncaring place is caused by our experience of other people not supporting us, in actuality the reverse is most often true.

There are many limiting beliefs that can reinforce poverty consciousness. Many people have such low self-esteem, such guilt and self-hatred, that they feel they don't deserve prosperity. Others fear that if they are too successful they won't be loved because that was their experience with their parents. Often people fail as an expression of anger or resentment or even as a way of asking for help and support. We can easily add our own examples from our own experiences.

However limited our past patterns were, we do have the power of choice in the present. By changing our beliefs, we change our reality. We give practical expression to our new consciousness by changing our actions and how respond to different situations and circumstances.

Many people want to have different things. They want to HAVE happiness, they want to HAVE more money, they want to HAVE less debt, they want to HAVE less weight, better health etc etc. Many people think that if they have these things, they will then be happy or content, or be at peace with themselves. Ironically, the actual process is much simpler than that. Millions of people go through life, chasing their dreams, but never actually achieving them because they think HAVE DO BE, instead of BE DO HAVE. They think that to HAVE happiness they need to DO happy things and they will become or BE happy.

**Interestingly enough, if there is anything that you wish to be, simply be that state first.**

It's that simple.

The formula for a successful life is BE DO HAVE, not HAVE DO BE.

I have a little poem to help you remember this...

Many people have a rule for life, but it certainly doesn't work for ME  
But I found that its really BE DO HAVE, and not the opposite; HAVE DO BE.

Being is closely related to believing.

For example, say you have a weight problem that is troubling you. You wonder, 'why is it that no matter what I do and affirm and think I can never seem to lose weight or have the ideal body I want' the answer lies in your root belief. Do you deeply believe that you have the will power to lose weight or not? The question is not whether you believe you shall have or get the will power to lose weight, it is whether you believe you have it now or not. The same applies to your financial situation, or health etc...and do you believe in scarcity or in abundance? Remember, what we said about a prosperity consciousness earlier. The universe will give you exactly what you think about and attract it to you, but you have to be specific.

If you believe you will lose weight or reduce your level of debt, or have a large amount of money one day, it will suspend your wish, dream or goal till 'one day'. And when that 'one day' arrives and you start doubting, thinking 'what if I don't have it', then it will respond likewise. Be

specific, about what you want to attract into your life...And you will. That includes confidence about your self.

Napoleon Hill once said "Whatever the mind can conceive and believe, it will achieve".

Have faith in yourself. Believe. Know with certainty.

**Try this exercise.**

Touch your nose.

Go on, touch your nose. Then, touch it again.

When you start to raise your hand, you know without a shred of doubt that you will not fail to raise your hand and touch your nose. The thought does not even occur to you that you may not be able to touch your nose. You do it with certainty.

That is the level of faith, belief and certainty you should have in yourself. It is the certainty you should have about your having received even before you asked, and in the guarantee that you have it all. If you think you do not have something, decide, now, that you have it, and you will. Do not say 'but I don't have it'. Substitute all negative thoughts with new positive thoughts about yourself.

**Try this Exercise**

The next time you feel low, awkward, bad or start having negative thoughts or emotions as a result someone making a negative statement to you, or putting you down, simply recall a previous positive experience from earlier in your life and the positive emotions and feelings associated with that experience, and replay it in your mind....You will instantly substitute any negative thoughts you may experience as a result of the comments or actions of that other person, with your new "implanted" or "recalled" positive thoughts.

Something else for you to think about...

Has anyone ever put you down, by saying something to you like "You're fat", "you're stupid", "don't do it like that", "You're hopeless", "I don't like the way you've done that". etc

Try this, the next time someone puts you down.... Say to yourself....

"No matter what you say or do to me, I'm still a worthwhile person"

Write it down, and say it to your self, the next time someone tries to put you down...

"No matter what you say or do to me, I'm still a worthwhile person"

Remember, no-one can make you feel inferior without your consent. It's what you say to yourself after they stop speaking that creates the outcome. Remember  $E + R = 0$ . Other people cannot hurt your feelings; it is your own self doubt which hurts your feelings. You can always choose how you will react to a particular situation, event, condition or person. By owning your own copy of pocket mentor, you are making a powerful decision to adopt a Prosperity Consciousness, and deciding that you will respond and react positively to the circumstances and challenges that life throws at you. Owning your own version of Pocket Mentor will help you to start being the person you want to be, and do the things you want to do, enabling you to have and experience the outcomes and goals you want.

## POCKET Mentor™

**E**xperience follows action follows words, follows thought

The creation of ideal outcomes, goals, scenarios and circumstances occur in the following 4 step process: Being, Thought, Words and Action. In your life, although you may not be aware of it, you create your experiences first in your Self, spirit, being, then in your mind, then by your words, finally by your actions. It starts at being then moves on to thinking then to speaking then to acting. In fact, acting only puts into place the system necessary to receive and experience what you create in being, thinking and speaking. Most people are simply not conscious of or aware of the first three steps of being, thinking and speaking – all they do is “drift” through life on auto-pilot, living by habit, reacting unconsciously to people and events around them.

When you think, you formulate ideas and that causes the universe to act in a particular manner, and start to attract other thoughts, ideas and people to you. For example, your thoughts and ideas may activate the inspiration in many others to act in certain ways that support your thoughts at the same time fulfilling their own desires. Next, after you think, you speak of your thoughts. This shares them physically with other people and also intensifies the attraction of other ideas, and people to you. Then you act on your thoughts and words, bringing into place the physical systems that help ‘manifest’ your thoughts into experiences on the physical plane. The physical objects you see, the events, and circumstances you experience are all effects of thoughts. They are not the cause and can never be the cause. As much as you may think that a physical object can be a cause, it cannot. Thought is the only cause. Thoughts, Words, Action are tools of creation.

Scientists have now explained to us that the world is not the hard and unchangeable thing it may appear to be. Instead, it is a very fluid place continuously built up using our individual and collective thoughts and states of being as a society, country, family, planet, solar system, or universe. We have begun to uncover the illusion. What is your body made of? Bones and Tissues. What are bones and tissues made of? Cells. What are cells made of? Molecules. What are molecules made of? Atoms. What are atoms made of? Sub-atomic particles. What are sub-atomic particles made of? Energy? No. They are not made of energy; they *are* energy. You are one big ‘chunk’ of energy. And so is everything else. Spirit and Mind puts together this energy into the physical shape you are used to seeing with your limited set of 5 senses.

If you were to go into a laboratory right now and ask them to let you see yourself under a powerful electron microscope and conduct other experiments on yourself, you will see that you are made up of a cluster of ever-changing energy in the form of electrons, neutrons, protons and so on. And so are your computer, your partner, your car, and everything else.

Quantum physics tells us that it is the act of observing an object that causes it to be there where and how we observe it. An object does not exist independently of its observer! Energy is the sub-atomic particles that come together to ‘make up’ atoms, which come together to ‘make up’ matter. Matter is energy. Matter is not converted energy, it is energy.

Time to go back to school. Remember Einstein’s famous equation,  $E = mc^2$ ? Let’s now take a closer look at it in the context of cause and effect, and see if it begins to make any sense after all these years.... Any piece of matter of mass  $m$  is energy that can be calculated by multiplying that mass by the speed of light squared. So, in other words, you are literally made up of light, raw energy condensed into the illusion of solidity, confirmed by your limited 5 senses. In other words, scientifically speaking, this energy exists as waves spread out over space and time. Only when you exercise observation do these waves become particles localized as a space-time event, a particle at a particular ‘time’ and ‘space’. As soon as you withdraw observation, they become a wave again. So, as you can see, your observation, your attention to something, and your intention, literally creates that thing as a space-time event.

Your world is made of spirit, mind and body.

**Try this little exercise....**

Say the words “my body”.

Go on – say it out loud. “my body”. “my body”.

Hmmmm. If your body belongs to you, then who are you?

You are separate from your body.

What you see with your eyes and experience with your body is the physical world, which we shall call Body. Body is an effect, created by a cause. This cause is thought.

Body cannot create. It can only experience and be experienced – that is its unique function.

Thought cannot experience – it can only make up, create and interpret. It needs a world of relativity (the physical world, Body) to experience itself.

Spirit is All That Is, that which gives Life to Thought and Body.

Let me repeat that for you...

Body cannot create. It can only experience and be experienced – that is its unique function.

Thought cannot experience – it can only make up, create and interpret. It needs a world of relativity (the physical world, Body) to experience itself.

Spirit is All That Is, that which gives Life to Thought and Body.

So if your predominant thoughts are negative, your body will have a negative experience.

Imagine if your predominant thoughts were always POSITIVE. imagine the sheer power of that.

Imagine if you affirmed constantly throughout the day nothing but HAPPY THOUGHTS, or POSITIVE thoughts...then you would attract positive or happy experiences into your life.

Instead of thinking “I have no money” or “I hate my job”, or “Bob annoys me”, or “I cant bother to write to my sister”, or “I’m over weight” or “I have no money”, or “I cant get my girlfriend to marry me”, turn it around into a positive thought or statement and start dwelling on that positive thought, and actually become aware as your positively charged emotional thoughts start to resonate and attract other positive thoughts, events, conditions, situations and people into your life.....

Your Pocket Mentor will help you to speak and act positively in the Now. Pocket Mentor encourages you not to wait for some ‘perfect moment’, but instead instills you to action now - TODAY. Remember, if you want your next experience to be a positive one, think how you’re going to choose to respond or react to your current experience. Learn to take control of your life, shape your destiny for the year ahead, and achieve the results you choose to manifest in your life with Pocket Mentor.

**T**ake personal initiative – Act as if it all depends on you

“If it's to be, it's up to me”. You are the master of your own destiny. No-one else. As Mary Kay Ash once said “There are three types of people in the world: those who make things happen, those who watch things happen, and those who wonder what happened.”

Webster's new World Dictionary defines initiative as “The ability to get things started or done without needing to be told what to do”. That is how. People that have initiative are those special people that get things done. They make things happen. People with initiative are the ones that others look up to. The ones people say they want to be like. Quite simply, people with initiative are winners. They are winners because they constantly take on new challenges and they find what has to be done and they set about doing it.

They don't make excuses and find failure in every opportunity. It is just the opposite, they find opportunity in failure. When others make excuses or give up, people with initiative step forward. Personal Initiative is vital to your success.

Some really outstanding examples of initiative include Thomas Edison. He became one of, if not the greatest, example of personal initiative and its benefits. He suffered through 10,000 failures while trying to invent the incandescent light bulb.

I think when you study anybody that has risen to the top in their field of endeavour; you will find they absolutely have personal initiative and the following qualities to back up that initiative.

1. A sense of Purpose
2. A sense of humour
3. A sense of passion
4. A caring attitude

People with initiative seem to have a very strong sense of purpose. They know what they want. If you have a strong enough why, you can over come any how. In other words, if someone has a strong enough purpose they can overcome any obstacle. You often see people give up at the first sign of opposition.

Even worse, many people never even get started. They give up without any attempt at all. Their fear of failure is so strong that they move beyond fearing it. They no longer fear failure, they expect it. They won't even begin to attempt things. They cannot make changes or overcome obstacles because they are afraid to even try. They are people that lack purpose and they lack initiative. People with a strong sense of purpose are tenacious. They do not let anyone tell them they can't do something. A sense of purpose makes their dreams and desires so strong that they can't quit, they don't know how.

Stop and think about people you know on both sides of the coin. Those with a strong sense of purpose and those with a defeated air about them. Write down their names in the space below.

_____	_____
_____	_____
_____	_____

Describe how are they different? What makes the difference?

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The biggest difference is that people with a sense of purpose tend to have an infectious sense of humour. They have a passion for living and a passion for what they want to accomplish. Whenever I am around people with a sense of purpose I always seem to feel a sense of energy. It is fun to be around them. They are exciting people that like to have fun. They get all they can out of life and their involvements. They tend to make you laugh and find enjoyment.

Those that lack purpose are often complaining about their situation and how everything is unfair. They seem to want to blame other people or circumstances for their problems. They seldom accept responsibility for their situation and are always looking for the big break or the quick fix to their problems. They lack the passion that purpose gives life. People with a sense of purpose do not blame others, they take action. They almost seem to embrace failure. They accept it as a challenge or a lesson to do things even better than before.

Those with a strong personal initiative and sense of purpose do not know how to quit. Setbacks are not viewed as losses or points to quit. They are viewed as new starting places. Somewhere to begin again more intelligently or more determined. They tend to see things in a different light. If you lack purpose then where are you going? Purpose gives you a direction to move in, something to shoot for. Lacking that direction gives you nowhere to start and nothing to shoot for. When you have nothing to shoot for then quitting is easy.

When you have something that totally consumes your thoughts, desires and passions, then quitting is impossible, it doesn't even enter the mind.

Winston Churchill embodied this spirit. For him failure was not an option. He had a very definite purpose and he would not allow anything to deter that. Setbacks happen. Setbacks are not failure. The only failure to a person fuelled by personal initiative and purpose is quitting.

People who demonstrate personal initiative also seem to care. They not only care about their purpose, but their purpose is usually something to benefit others. They have a big idea. Think of people that have affected history. Those that had a burning purpose, Abraham Lincoln, Martin Luther King Jr., Gandhi, Nelson Mandela, Mother Theresa... The list can go on and on. Did they have a burning purpose? Absolutely. What made their purpose, their initiatives so important? Care. They cared for others. Their purpose had a bigger meaning than just personal gains. They wanted to help others. A caring attitude gave their initiative and purpose a much larger meaning.

Write down your one major goal / objective (sense of purpose) for the next 12 months...

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Write down how you would describe your type of personality and sense of fun/humour

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Write down what you are passionate about

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Write down what you care about

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George Bernhard Shaw said "People are always blaming their circumstances for what they are. I don't believe in circumstances. The people who get on in this world are the people who get up and look for the circumstances they want, and, if they can't find them, make them."....

Your Pocket Mentor will continue to encourage you to take the initiative, motivate and inspire you to action 365 days of the coming 12 months. Your Pocket Mentor will help you to revisit and updating your plan every month to ensure you stay on target.

## **POCKET Mentor™**

**M**oney – learn to budget your time, energy and finances

Pocket mentor prevents you from falling into money slavery. (Working only for the money, without enjoyment or fulfilment from the work itself is based in fear and doubt.) No amount of money can compensate for a lack of fulfilment in one's work. Without it, there can never be enough money to spend or enough time to enjoy it. Without the joy of life, even spending money becomes joyless work.

Poverty consciousness is the fear of lack and denial of self-worth. It is mistrusting the natural abundance of life and ignoring your creative potential. It is a socially reinforced mental illness that afflicts even people with plenty of money. Money Slavery is upheld by the belief that people are basically lazy and won't work unless they are coerced by the fear of poverty. People stay in uncreative stifling jobs out of the belief that this is necessary for economic survival. They fear (there's that word again – F.E.A.R) that to do their own choice of work would require the sacrifice of financial compensation. This poverty belief, in their own and other peoples minds, is the only reason that they experience it as so. In actuality, once we are attuned with our true nature, we love to work as an outward expression of our being.

### ***Who wants £50?***

A well known speaker started off his seminar by holding up a £50 note. In the room of 300, he asked. "Who would like this £50 note?" Hands started going up. He said, "I am going to give this £50 to one of you - but first, let me do this." He proceeded to crumple the £50 note up. He then asked. "Who still wants it?" Still the hands were up in the air. "Well," he replied, "what if I do this?" He dropped it on the ground and started to grind it into the floor with his shoe. He picked it up, now crumpled and dirty. "Now, who still wants it?" Still the hands went into the air.

"My friends, you have all learned a very valuable lesson. No matter what I did to the money, you still wanted it because it did not decrease in value. It was still worth £50. Many times in our lives, we are dropped, crumpled, and ground into the dirt by the decisions we make and the circumstances that come our way. We feel as though we are worthless; but no matter what happened or what will happen, you will never lose your value.

What is Money? Money is only an energy exchange. Money can have value in itself, as in gold, gems, and other precious metals. Or, money can be a marker, such as a piece of paper or an electronic transfer, with no intrinsic value in itself. Paper money would be worthless if we did not all agree that it is a marker representing a certain value.

One of the earliest uses of this kind of marker in exchange for goods happened when Mesopotamian farmers brought their grain to city granaries and stored it there, in exchange for tokens. The city kept some of the grain as payment for storage, and the farmer could trade in his tokens with merchants, who traded them for other merchandise or redeemed them for bags of grain.

When people used real gold and silver coins, it was acknowledged that these precious metals had value in themselves--perhaps because of their beauty and their ability to ornament our lives. Gold pieces could always be melted down and made into art or jewellery. But in the Middle Ages, the impracticality of transferring large quantities of gold and silver along dangerous country roads gave birth to banks and bank notes--more markets these paper tokens for gold and silver could be safely carried from one end of the country without risking your gold to Robin Hood along the way.

Today, money is transferred electronically from bank to bank. Now, more than ever, it represents a pure **energy transfer**. You are still trading a certain amount of your life energy (work) in exchange for something that you can trade for more energy in the form of goods and services.

But because we are paid for our time in money, it gets easy to value ourselves in monetary terms. When you put a cash value on your life energy (time at work), it's easy to go one step further and get unconsciously stuck in the idea that you may actually be worth that amount--or what is in your bank account. You might be in resistance to the idea ("They aren't paying me what I'm worth!"), or you might be happy about it ("I'm worth a lot because they pay me the big bucks!"), but either way you're valuing yourself in terms of a unit of exchange. And this is the first step in allowing your money to **control you** rather than the other way around.

Your money is made up of your life energy. But your life energy is not defined or limited by your salary or your net worth. You are far greater than that, whether you make £5 an hour or £50. By valuing yourself and your life energy in terms of your salary or net worth, it's easy to fall into the trap of letting money rule your feelings. If you do this, you'll always lose out because you will lose perspective. When you have a lot of money at hand, you feel flush, abundant, deserving, worthy of everything. It's OK to spend more, buy more, waste more because you have more and you're worth it. But when you don't have much money, it's easy to feel smaller, less consequential, weaker, and less able to be happy and strong, and less able to create your dreams.

How do you get out of the money-self-esteem trap? First, try to see money as a simple energy exchange, not a valuation of **who you are**. When you have money, don't let that feeling of being flush send you out to the store to spend it all to validate your self-worth. And when you don't have it, try to create a feeling of inner abundance by noticing what other riches you have: your body, your senses, your family, friends, the world, a flower, a good meal, etc. When you focus on the energy exchange, you see what you are really spending when you get out your credit card. It's not a meaningless blip on your credit card statement: **it's your life energy** spent in exchange for something. When you make a purchase, ask yourself--Is this really worth the life energy I will have spent to gain it?

When we don't respect others in regard to money, it actually pushes wealth **away** from us. People who ignore debts or take advantage of others usually remain poor because they are acting in scarcity mode. Those who face their debts and make an effort to pay them off, even a little at a time, begin to draw more wealth because they are respecting the life energy of others--and by extension, their own life energy. It is tremendously empowering to honour your promises by clearing an old debt or obligation. The very act of doing it frees up more life energy so that you can enjoy the present that much more.

When receiving an inheritance or a gift, ask yourself what the donor would have wanted you to do with the money, and spend part or all in a way that honours both yourself and your loved one's request. Spend the money with respect and gratitude, honouring the gift you have received. When you respect the wishes and the life energy of another, you are also respecting and valuing yourself.

Giving to bonafide charities is another way to increase abundance in your life. Why? When you give money, you feel abundant--you feel good about yourself. In order to give, you must already have. You are using that money-emotion connection to positive advantage. The other aspect of giving is karmic: when you send something out into the universe with good will, it comes back again to you many times over, in the same spirit you sent out.

Your Pocket mentor will help you to engage your creativity and interest. Pocket mentor will show you how to harness tremendous resources of enthusiasm and energy which will enable you to create great financial success, as well as greater health and happiness. Pocket mentor will also help you to manage your time and resources to maximise the best possible return on investment.

**POCKET Mentor™**

**E**nthusiasm – is contagious, enjoy yourself

A person's level of enthusiasm is directly proportionate to their ability to fuse and balance their basic self with the environment around them. When perfect balance is achieved, the Buddhists call this state "walking on the razor's edge", and the Sufis call it "the omega point"...where heaven and earth meet.

Enthusiasm is not a trait that we are born with. It can be initiated and developed. If one has lost it through bereavement or through life's challenges and traumas, it can be resurrected.

A man can succeed at almost anything for which he has unlimited enthusiasm. Enthusiasm should be in the heart, mind, and thought of every person who wants to succeed in the game of life. You just can't go out and buy it in the shop. It is a feeling that comes from within. Enthusiasm is the spice of life. Make yourself act enthusiastic.

It is as simple as that. Act with enthusiasm, be enthusiastic in what you are, do and have, and pretty soon you will have lots of enthusiasm. Once you're fired with conviction your natural talents will take you to the top. True enthusiasm is made of two parts. One is eagerness and the other assurance. When you are talking to people on the phone or face to face always be excited, express confidence in your ability, your subject, and your passion. That is all enthusiasm is about. All great leaders, professionals and successful individuals have one thing in common and that is enthusiasm. Ralph Waldo Emerson said, "Nothing great was ever achieved without it". If you don't have enthusiasm you cannot transmit to anyone. So if you want to change your environment all you got to do is to change yourself.

If you want to be successful you have to cultivate the art of enthusiasm. Enthusiasm you transmit through your eyes, the way you walk, the way you talk, and the way you smile. Enthusiasm assures success. You can work all day long and still at the bottom of the foot hill. But if your hard work is coupled with enthusiasm you can climb the top of any mountain with ease.

So never under estimate the power of enthusiasm.

The most important thing in developing enthusiasm is the manner in which you start the day. You

can pretty well condition a day in the first 5 minutes after you wake up. Henry Thoreau the American Philosopher used to lie in bed for a while in the morning, telling himself all the good news he could of that he is healthy, everyone likes him and everyone trust him and the future looks bright. He arose to meet the day in a world filled with good things, good people and good opportunities. Why not follow the same principles and stand above the rest of the crowd.

Write down 3 things you feel really good, happy or enthusiastic about today in your life. If you can think of more, even better... (Things to consider could be your job, your health, your house, your family/children,..Try and think of every aspect of your life.)

_____	_____
_____	_____
_____	_____

Take a minute, and reflect on each item you have written. Note your emotions, and how you feel about each item written above. The next time you feel low, awkward, bad or start having negative thoughts simply recall a previous positive experience from earlier in your life and the positive emotions and feelings associated with that experience, and replay it in your mind....You will instantly substitute any negative thoughts with your new "implanted" or "recalled" positive thought, and will instantly help you to start becoming more enthusiastic.

What's the difference between enthusiasm and petrol? Maybe, there's not much difference between the two. They both provide the power to drive us forward. The internal combustion engine of our cars runs on petrol. Petrol vapour enters the cylinder and the spark plug ignites the fumes unleashing the power that can propel our vehicles over one hundred miles an hour.

Enthusiasm in the workplace, and in social settings, properly ignited, can propel you to success. Motivated employees work harder. They'll even come with ideas to improve the product or service you offer. Motivated and enthusiastic employees are the best kind of employees to have.

Psychologists tell us that the best way to change our feelings about what we're doing is to change the way we think of our feelings. The brain tells the body how to feel and the body acts accordingly. We can direct our own feelings and our outlook on life. We should start picturing and visualising all events as being successful. We then act accordingly as we work towards that success. If we tell ourselves that we are going to be successful, we begin to believe it. We can see it. We can feel it. We can plan for it. Those expectations drive us forward with enthusiastic zeal.

As you start encouraging others in a quest to build enthusiasm, you'll also notice a change in yourself. You will become more enthusiastic and more motivated. Your clients, co-workers, and even your family will notice the difference. Life is fun. Business is exciting. Work is something to be motivated about. Remember your first three questions – you're doing what you're doing because you enjoy it and are damn good at it – remember the last four letters of enthusiasm I am sold myself. And there's every reason to get enthusiastic about Pocket mentor for it works, and it will continue to help you generate results in many areas of your life every single week throughout the year.

**N**o is a two letter word. No is a sentence.

Nothing hurts more than rejection, whatever the circumstances. Have I got stories to tell! But the facts are that everyone gets rejected now and then. The key is how you deal with that rejection and move on.

Colonel Sanders spent two years driving across the United States looking for restaurants to buy his chicken recipe. He was turned down 1,009 times! How successful is Kentucky Fried Chicken today?

Walt Disney was turned down 302 times before he got financing for his dream of creating the **"Happiest Place on Earth."**

Despite business failure, great personal loss, rejection, political defeat, tremendous emotional stress, family crises and severe financial difficulties, Abraham Lincoln ascended to the highest position in the USA - President.

From log cabin to White House, from poverty to the presidency, Lincoln faced many obstacles, political and private, but overcame them by faith and the determination to never give up.

Consider the numerous political and personal challenges he confronted:

- entered business with a partner, and when it failed was left with debts that he spent the next 17 years paying off
- fell in love with a young lady, became engaged to her, and then she died
- proposed marriage to another young lady and was turned down
- ran for Congress and was defeated
- attempted to get an appointment to the U.S. Land Office but failed
- became a candidate for the U.S. Senate but was defeated
- became a candidate for the vice presidency and was defeated
- suffered the loss of two young sons -- Eddie, 3, and Willie, 12. Willie's death caused severe emotional devastation upon the Lincolns, a loss from which Mrs. Lincoln was said never to have recovered.
- throughout his life was employed in numerous job positions, including: rail-splitter, boatman, manual labourer, store clerk, soldier, store owner, election clerk, postmaster, surveyor, state legislator, lawyer, Congressman, and finally President of the United State

Pocketmentor will help you overcome the fear of rejection. Once you have established that you fear rejection, the best way to overcome the dread is to go out and do whatever it is that you are avoiding! Many organizations which teach public speaking skills follow that premise to overcome the fear of speaking, and have their students give short speeches while learning speaking skills. Singers and actors often admit to feeling stage fright before they go on, but they still perform. After several successful accomplishments, the chance of rewards becomes greater than the fear. The longer you procrastinate about something, the larger it becomes in your mind.

Finally, remember what I said earlier about staying focussed – that also means you need to know when to say NO too, or perhaps delegate a task to someone else, so you can make best use of your time. With pocketmentor, you will learn to focus on generating positive results in many areas of your life and become master of your own destiny.

**T**oday, not tomorrow

Putting things off (inertia) can prevent us from making the changes necessary to achieve greater results in our life.

“inertia” is defined as resistance or disinclination to motion, action or change.

In real terms, inertia translates as our fear of change, experiencing failure and disapproval or fear of the new and unfamiliar. Inertia can keep us in jobs for which we have lost our enthusiasm and commitment, while we try to justify to ourselves the reasons why we should stay.

Stress from overwork, lack of support, boredom and the gnawing feeling that we are not being true to our values can result in anxiety, worry and depression. This in turn can reinforce the feeling that nothing is likely to change and we end up in a long-term rut. So, how do we break free from this self-defeating behaviour? We rise above the limitations of the present through creating a mental image of a better future and being open to taking new directions. The decision to take responsibility to make better progress however will begin to attract the events and the people who can help you to realize your vision. Taking small yet decisive steps will begin moving you in a more positive direction.

You may experience continued inner resistance to change. This is normal as you are creating new patterns of action and thinking. Keep your goal foremost in mind. Exercise patience with yourself, with others who may question your decision and with the process itself.

Your commitment to improving your prospects and your willingness to make the efforts necessary will generate the right solutions at the right time.

Now is your opportunity to make a list of things of the things you were meant to do today, and haven't yet done. Jobs needing your attention, letters to write, people to call. Make a list of anything you were supposed to do yesterday or this week, which you may have forgotten or been distracted from completing.

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Feeling good is the bottom line behind every single goal. Even if your goal is to help other people feel good, you want to do it because it makes YOU feel good. It makes you happy.

The interesting part about this is that we can be happy now – before we accomplish the goal. We don't have to wait until we achieve it. As a matter of fact, we have a much better chance of reaching our goals when we can use the power of now to be happy in the present and enjoy the goals game while we play it. Our source of joyful life energy is available to us at all times and when we let this life energy flow, we feel good. But when we block it or pinch ourselves off from our energy source, we feel bad. How do you know when you're blocking the flow of life energy? It's simple: if you feel bad, you're blocking; if you feel good, you're in the flow! What could be easier – right?

Well, like many profound universal truths, it's simple, but not necessarily easy. Why? Because we've learned to think in ways that cause us to feel bad, we've developed habits that bring on bad feelings and we've come to justify feeling bad. Plus, when feeling bad becomes too painful, many people turn to temporary addictive "feel good" solutions such as anti-depressants, junk food, alcohol, recreational drugs and other chemical mood altering crutches.

But let's not dwell on "why." Let's move right past "why" into a healthy, self-empowering, leading-edge mastery of "how." How can we make the mental shift into feeling good right now and right now and right now? How can we learn to identify how we feel and turn a "bad" feeling into a "good" feeling? How can we have it all and be happy while we're pursuing our dreams and achieving our goals?

Mastering the art of focusing your mind in order to feel good right now is a very powerful skill. There are many different methods, but in the end it's up to you to use whatever works in each particular moment.

The first step is to be sensitive to how you're feeling. It doesn't matter what your emotions are – you either feel good or you feel bad. Period. If you feel good, acknowledge it, bask in it, stretch it out and accelerate. Take your good feelings as far as you can, for as long as you can. When you're feeling good is an excellent time to practice managing your emotions.

If you feel bad, there are various things you can do: you can start by counting your blessings; you can remember and relive past happy events; you can acknowledge any value you see in whatever is upsetting you; or you can even take a little fantasy virtual reality trip – a mental vacation to someplace that makes you feel happy.

The only real difference in an ordinary person and a genius is their ability to focus. Developing and mastering the art of focusing your attention just takes practice. Feeling good, under any circumstances, also just takes practice. Over time, we'll go into much more detail on how to master these skills, so that you will eventually be able to take full advantage of the power of NOW. In the meantime, keep on practicing!

Pocket mentor will help you to decide on your priorities and then think about the steps needed to achieve your goal. Pocket mentor will help you to identify your issues and to focus on the possibilities and options. Shifting your focus to more positive tasks that serve your interests will help reduce your anxiety about the present.

**POCKET Mentor™**

**O**nward by objectives – plan the work and work the plan

*You need to identify, pursue and achieve your goals day by day, week by week month by month and you will become better and better at generating the positive results you desire the more you use your pocket mentor.*

Use daily affirmations to create desired positive conditions as if they are already happening now. Using visualisation you can use your imagination to create a clear and vivid picture in your mind of whatever you want to take place in your life. Each choice you make to live your life positively will bring positive results – some small and immediate, others large and lasting.

The ability to set goals and make plans is one of the single most important skill that you can learn and perfect. Goal-setting will do more to help you achieve the things you want in life than will anything else you've been exposed to. Goals enable you to do the work you want to do, to live where you want to live, to be with the people you enjoy, and to become the kind of person you want to become. And there is no limit to the financial rewards you can obtain. All you have to do is to set a goal for financial success, make a plan, and then work the plan until you succeed in that area.

The payoff for setting goals and making plans is being able to choose the kind of life you want to live. So why do so few people set goals? According to the best research, less than 3 percent of Americans have written goals, and less than 1 percent review and rewrite their goals on a daily basis. So the reasons why people don't set goals have been of considerable interest to me. Here are four reasons why people don't set goals.

The First Reason is they are simply not serious. The majority of people, who achieve something remarkable, discover that the achievement occurred *after* the person decided to "get serious." Until you become completely serious and totally determined about your goals, nothing really happens.

The Second Reason is they don't understand the importance of goals. If your parents didn't have goals, didn't talk about goals, didn't encourage you to set goals, and didn't talk about people outside the family circle who had goals and were moving toward a higher level of achievement, then you very likely grew up with the idea that goals are not even a part of normal existence. This is the case for most people.

The Third Reason is fear of rejection and this is usually caused by destructive criticism in early childhood and is manifested, in adulthood, in the fear of criticism by others. Many people hold back from setting worthwhile goals because they find that every time they set a goal, somebody tells them that they can't achieve it, or that they will lose their money or waste their time. Because each of us is strongly influenced by opinions of others, one of the first things that you must learn when you begin setting goals is to keep your goals confidential. Don't tell anyone about them. (Until after you achieve them).

The Fourth Reason people don't set goals because they are afraid that they might fail. In fact, the fear of failure is probably the greatest single obstacle to success in adult life. The primary reason why you fear failure is simply this: You probably don't understand the role that failure plays in achievement. Failure is an indispensable prerequisite for success. All great success is preceded by great failure. If you wish to fulfil your potential, you have to be willing to risk failure over and over and over, because there is no way that you can ever accomplish worthwhile goals until you have fallen on your face so many times that you have eventually learned the lessons that you need for great achievement.

Setting well-defined goals enables you to channel your efforts and focus your energy toward something that's important to you. Goal-setting gives you a target and enables you to develop the self-discipline to continue working toward your target rather than becoming distracted and going off in other directions.

Write down your top 3 goals for this year...

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With your personal copy of the pocket mentor self improvement and achievement system you will be able to make those choices and build the momentum required to achieve even your most ambitious goals. We cannot always control events that happen in our lives, but we can choose how to react to them.

With Pocket Mentor, you will learn from your experiences to prepare you for the success upon reaching your goals. Use your pocket mentor daily to develop good habits, eliminate negative thoughts and set realistic, achievable targets for yourself. With Pocket Mentor, you will be able to set realistic goals, and monitor your progress every day, every week of every month. At the end of each month, you'll be able to update your action plan and set yourself new goals, helping you to achieve even more.

**POCKET Mentor™**

**R** eal change comes from “beginnings” and “endings”

Alexander Graham Bell, the inventor of the telephone once said - "When one door closes, another opens, but we often look so long and so regretfully upon the closed door that we do not see the one which has opened for us."

Let me close with a short story...A highflying business executive called Jack, 'misses' his flight because his taxi driver made a wrong turn on the motorway, and could not get to the airport in time. This has an obvious and frustrating knock on effect with Jack's schedule and plans.

Knowing that he will miss his flight, rather than vent his anger and frustration at his taxi driver, Jack pulls out his mobile phone, calls the airline reservation desk and books another flight. A few minutes later, on the car radio, news comes in that the flight which Jack missed, because of his taxi driver, has crashed just after take off, all but a handful of passengers have perished.

Saved by a 'stupid' driver? A close look at your own past and present life could reveal many such experiences but did you notice? In fact, these are common in our ordinary daily lives, but because we are leading our lives on auto pilot we are not aware or awake to see them and appreciate them? Many people choose to call them accidents or coincidences, but are there really coincidences and accidents?

Although we may try and fail sometimes in the bid to attain a positive goal, the will and determination to try again remains an essential element of survival and progress in our life. Sometimes, when we find ourselves at crossroads, dilemmas, or indecisive about situations that present themselves in our life, life itself can appear to make the decision for us when it thinks that we are due for a change or a new phase in our journey of life based on who we are, and where we are.

The situation could be very exciting such as winning the lottery, obtaining a new job, or finding a new relationship. It could also be sad such as the loss of a loved one, being made redundant or losing a job or the end of a loving relationship. Regardless of how these situations may appear, it is always helpful to view the experience, as preparation for introducing new positive experiences and for your life to take a new turn, or branch in a new direction.

Now one door closes, and another window opens as I end this introductory overview on the POCKETMENTOR philosophy and acronym. Seize the window of opportunity on offer today, and find out more about pocket mentor and what it can personally do for you.

**How do can you benefit from what we've covered today?**

Act on the information I've shared with you. Reread this document as often as you want or need to. (Read it every day). Complete the exercises, answer the questions. Share the Pocket Mentor philosophy with others. Things grow by sharing and teaching. To learn something, teach it. It will grow in you. To have something, teach it to learn it. Even if you do not teach it personally, tell as many people as possible about the Pocket Mentor diary based personal success system at [www.pocketmentor.co.uk](http://www.pocketmentor.co.uk). What's more, refer 3 people to the site, and gain a 10% discount on your telephone order for your own personal copy.

The beneficial techniques, concepts and exercises revealed in this e-book, are only a small example of how the diary based Pocket Mentor self improvement and achievement system can and will help you. If you are now considering purchasing Pocket Mentor & have any questions, would like to send me your feedback and the benefits you've found from reading this e-book, or would like more details about our latest discounts and special offers on other products or services we offer, please feel free to use the "contact us" form on the website. Or alternatively you can always email me at [admin@pocketmentor.co.uk](mailto:admin@pocketmentor.co.uk) or call me on **+44 (0) 1542 840101**.

I want you to get maximum personal benefit in the short time we have known each other.

Whatever you decide, one thing is for sure...  
If you continue to do what you have always done,  
You will continue to get what you've always had...

This is your first step, to finding out more about how the diary based Pocket Mentor self improvement and achievement system can and will ensure that the next 12 months are the best you've ever had.



**[www.pocketmentor.co.uk](http://www.pocketmentor.co.uk)**

