

A man and a woman are shown in profile, looking out a window. The man is on the left, wearing a light-colored shirt, and the woman is on the right, wearing a white lace top. They are both smiling and looking towards the right side of the frame. The background is a bright, out-of-focus view of a city or landscape.

CREATE YOUR WEALTHY MINDSET!

*Mindset to Money
to Millionaire!™*

Contents

STEP 1: MINDSET

Creating a W-E-A-L-T-H Mindset3

STEP 2: MONEY

Wealth Today14

ABOUT

Linda P. Jones, America's Wealth Mentor™17

STEP 1

Creating a W-E-A-L-T-H Mindset



Long ago I discovered wealth building was not all about numbers, spreadsheets, and looking in the past to find the future best places to grow money. I realized there was a component to wealth building that was in your control and if you expected to have wealth you did, but if you didn't believe you could have it, you likely didn't! You have a lot more control over how much wealth you have or don't have, than you think you do. A lot of the wealth you have or don't have is directly related to how you think and getting rid of fear.

That's when I realized wealth building was really:

$$\text{Belief} + \text{Knowledge} = \text{Wealth}$$

Notice I didn't put money in the equation. That's because while I believe you do need a nest egg to start with, it doesn't have to be a lot of money. Belief that you can have money, in my opinion, is more important than having money. As Einstein said, "Imagination is more important than knowledge." It was said the way he discovered the Theory of Relativity was to imagine himself on the end of a light beam!

You may have heard me tell my stories of how I bought a painting for a second home, and then a few months later it all came together and I received the money to buy it and found the perfect place! Or when I bought a prize at Tiffany's to give away at my first live event, when I had no idea how it was going to happen and then last year it came true! Many of us have had the



experience of writing down a financial goal and later seeing it happen when we had no idea how to accomplish it. That's happened to me many times.

This goes beyond the law of attraction. Scientists are finding out the research behind why these things happen. There's an energy that is actually sent out when you express your desires clearly and specifically and expect them to happen.

The WEALTH system is about creating a wealthy mindset (which helps you believe). The WEALTH system will help create the belief in your subconscious, but only YOU can choose to believe it or not.

Today we will start with the **“W” in WEALTH.**

“W” stands for “write it down.” Write down what the OUTCOME is you want. Think about the end result and how you would like things to be.

For example, picture yourself 20 years into the future. Where are you living? Who are you with? What kind of lifestyle is it? How many homes do you have? How do you travel? What things are around you?

You must see it first in your mind and then write it down. I recommend having a Wealth Journal. I offer them at the Global Institute of Wealth for Women and my private mentoring, so they are an integral part of what I teach.

A written statement is much more powerful than one that's not written. There's something about getting it out of your head and being able to see it on paper that makes it powerful.



You can see it.

You can think about it easier.

You can remember it.

You read it the same way each time.

It's simple!

It also starts the ball rolling...and begins to create what you're imagining. According to Napoleon Hill, "thoughts become things." This is straight from Think and Grow Rich and the 50 wealthiest people in their day.

It's not that it will appear immediately, it takes time.

Yes, this works. It's not hocus pocus. It's the same system that worked for Helene Hadsell. She won every contest she ever entered, including trips, a home, a car, and lots of prizes!

"There is no failure, only a delay in results." – Helene Hadsell

Time to get started or update your vision of your future self and life.

Creating Your WEALTH Mindset

Many people are feeling very fearful about money right now. They are afraid they will lose it, won't have enough, and won't be able to get more. Fear is the



enemy of wealth building because it shuts you and your brain down, and stops you from taking any proactive steps to improve your financial well-being.

Rather than coming from a place of fear, it's best to come from gratitude, because gratitude allows you to think what's possible, to "hear" new ideas, and to keep an open mind so you can move forward. Living in fear just keeps you stuck there.

Having a wealth mindset today is crucial if you're going to create more wealth. If you see how fortunate you already are, how much you already have, and how blessed your life is, you can create more of it.

Recently while I was on the cruise, I had the opportunity to shop.

Instead of feeling like I wanted more, I reflected on all the jewelry, art, and clothes I already had. I have so much, I should probably be giving some of it away! It changed my perspective and took away my desire to buy more. I wasn't trying to not to spend, but it worked out that way because I already felt abundant.

You learned the **"W" in the WEALTH mindset system** is for **"Write it down."**

The "E" is for ENVISION the END.

Envision what your end goal is. If it's living a certain lifestyle or having a certain career or the perfect home, envision what you want – and do it often.

Think about it before you sleep and upon awakening. Create a picture book, a vision board, and a journal. Take the vision in your mind and put it on paper in front of you, so you can look at it, in addition to imagining it.

Now ask yourself WHY you want it. Is it for more relaxation? More time with family and friends? Less stress? Asking the why behind your vision is important to get in touch with what's actually driving your desire.

If you know that, then you can propel your dreams into reality much more quickly by addressing what it is you really want.

Perhaps you've been craving a tropical vacation, and now you realize you just want less stress.

How about adding something to your life now to accomplish the same end goal?

Perhaps getting a massage once a month is a luxury you could add now that will help you feel wealthier while you're still working on your ultimate goal. That way you have the abundance and gratitude now that will also make you feel wealthier now, and that will definitely improve your wealthy mindset!

W is for Write it down.

E is for Envision.

A is for Affirm your desires.

Affirmations are a tried and true way I have found to change subconscious beliefs. The problem is, our subconscious minds are programmed by television, advertising, media, movies, religion, our upbringing, our parents' experience,



and our life experiences. Advertisers bombard us with negative information in order to make us think we need their product, we're not good enough, or we need to change.

EVERYONE has been programmed.

What we need to do to clear out the programming is first decide what you WANT to have programmed in your subconscious. After all, your subconscious goes after making your beliefs come true like a heat-seeking missile. Whatever you believe to be true is what you will experience.

But here's the truth: the brain can't distinguish reality from your imagination.

What you are creating in your life, is what you believe. Here at the 4 minute mark of this video of "What the Bleep to We Know?" an experiment with water and words shows words actually change the structure of the water crystals.

We have the power to create what we believe we can have.

You only have as much money as you believe you can have right now.

Let me say that again. You only have as much money as you believe you can have right now.

To begin to increase your money, you must first increase your faith or belief, and affirmations are the answer. They allow you to re-program your subconscious and increase your faith all at the same time.





I recommend you use “already true” statements in between each affirmation. This will allow you to trick your subconscious that what you want to come true is already true, so you don’t begin to argue with yourself! Insert your information in between the brackets (x).

Here are some affirmations to try. Read them twice a day or more:

- The Universe provides everything I want and believe I can have.
- My name is (*Linda*).
- Day by day in every way I’m accumulating wealth.
- I live on (*Colgate Drive*).
- Money flows to me easily and effortlessly.
- My dogs are (*Penny and Bailey*).
- My bills are paid every month with money left over.
- I am (*5’5”*) tall.
- My sales are increasing exponentially.
- Etc.

And, of course, stay in an attitude of gratitude because fear and gratitude cannot exist in the mind at the same time!

Saying affirmations, or what I call “gratitude grace” is what will build the faith you want to have and strengthen your ability to create your life with your thoughts.

Henry Ford said, “Whether you think you can or think you can’t, you’re right.” I say, whether you think you can become wealthy or think you can’t, you’re right!



W is for Write it down.

E is for Envision your dreams.

A is for Affirm your desires.

L is for “LISTEN to your inner voice.”

Some people are very good at listening to that little voice inside your head that whispers things you should or shouldn't be doing. We all have it, but some people listen to it more than others. You can completely ignore it if you choose to. Many people do.

It's not easy to follow your inner voice – but it can become easy. Sometimes I'm told people can't hear it. I'm not talking about listening to fear – that's not your inner voice. Your inner voice is the flash that goes by in your head like a quiet whisper that you almost miss unless you're paying close attention. It's easier in the shower or when we're driving, then it seems to be heard easier.

Tuning into your inner voice is part of “tuning into” wealth. It's like it's on a different radio frequency. It will guide you to the things you should be doing if you let it. If you don't pay attention, you likely are presented with the lesson or guidance over and over, and sometimes you get sick if you don't pay attention. Are YOU paying attention to your inner voice? It's trying to give you what you've asked for, including prosperity.

My friend (I'll call her Susie) was an entrepreneur who found herself slightly famous but with out much income. Each month she was praying for just enough to pay the bills. She always got what she needed.

One day I asked her why she was only asking for the minimum? If it works as well as it appears to, why aren't you asking for more? After that she started to see how SHE was the reason she didn't have as much money. I told her she had only as much money as she believed she could have. That hit her like a ton of bricks. She started working on her beliefs and now she has a major sponsor who pays her a lot of money to write a blog and make keynote speeches she's getting paid handsomely for.

I believe we create our lives by our thoughts. If we have fearful thoughts of bad things happening like running out of money, bad health, or whatever it is, we are causing it to happen. Recently, I was shocked to read a Scientific American article about the placebo effect and how it's even true with surgery. That's right, people who thought they had knee surgery but were just opened and sewn shut, had the same progress as those who didn't have surgery. I couldn't believe it either. That's how powerful our beliefs are.

The place to start, to get out of bad thinking, is to think of the things you are grateful for. Make a list of 100 things and see if your thinking doesn't change from fear to gratitude. From there, you can have positive thoughts and visualizations that will create what you want.

A good tip is to think into the future about 10 or 20 years (the younger you are, the less far out). Imagine how you would like your life to be. Create vision boards to express it by cutting out magazine pictures and posting them, or better yet try the online vision board website called Pinterest.





Visualize yourself in the future and how you'd like it to be. Keep seeing that vision in your mind and focus on it as often as possible. From there, your inner voice will tell you what to do next. Once you start living this way, it will show you the power you have to create your life.

Think what you want, BELIEVE it's yours, listen to your inner voice for what to do next.

To listen to your inner voice, try these easy steps:

- Decide you're going to listen to your inner voice.
- Ask yourself questions you want an answer to (and maybe can't decide in your rational brain). Wait and listen for the answer. If you don't hear it right away, sleep on it.
- Pay attention to your inner dialogue when you are driving, exercising, and showering. See if you can't pick up thoughts that flash by that you didn't even realize you were thinking.
- Ignore any negative or fearful statements like "I'm afraid..., or that won't happen, or nothing ever..."

Act on the information you hear. Put it into practice. Soon listening to your inner voice will be easy peasy.

W is for Write it down.

E is for Envision your dreams.

A is for Affirm your desires.

L is for Listen to your inner voice.



T is for Trust, take action, and transform.

Trust, take action, and transform means when you are listening to your inner voice, you have to act on it. Many people get great ideas, and never act on them. I have a friend who always wanted to come up with a million dollar idea. She has so many million dollar ideas, if she had acted on any one of them, she'd probably be a multi-millionaire! Instead, she has fear of her greatness and chooses to stay small. It's a common problem for people.

So when the Universe gives you a nudge by telling you the same thing through different people, or you have a hunch, or a coincidence, act on it. It's meant to guide you toward the wealth you want.

W is for Write it down.

E is for Envision your dreams.

A is for Affirm your desires.

L is for Listen to your inner voice.

T is for Trust, take action, and transform.

H is for Hold the vision.

Holding the vision is about keeping the picture in your mind of the life you are creating. Remember, you get what you believe you'll get, so you must have a vision and think of it often. Earl Nightingale wrote a best-selling book years ago called "The Strangest Secret". It was that we become what we think about most of the time. Are you thinking fearful thoughts or abundant thoughts? Keep the vision of your future self, and use it to propel you toward your goals. It works!

STEP 2

Wealth Today



Want to relieve your fears about money?

The more I work with clients, the more I see absolute fear gripping them about their financial situation.

Times are scary now because the world is changing quickly. Old systems are going by the wayside and new opportunities are replacing them. Personally, you may feel like you're net worth has declined a whole bunch, especially if you owned mostly real estate in your portfolio or your residence made up the largest part of your net worth. Perhaps you're deep in credit card debt or you've even lost a job.

Rather than get stuck in fear, you need to move out of it because the first step to creating more wealth for yourself is to get rid of fear. This is crucial.

Here are some easy steps to help you do that (and I strongly recommend you do this before it works, no matter how simple it seems to you!):

1. **Watch less TV.** The ads are aimed at disturbing your subconscious so you will buy their products. Advertisers are masterful at manipulating your feelings. NEVER go to sleep by listening to the TV because that is directly speaking to your subconscious and programming you!
2. **Make a list of 50 to 100 things you are grateful for.** Think about all that you have, not what you don't have. In a typical day, you have a nice bed, luxurious shower, hot beverage, and access to gourmet meals that most of

the world doesn't enjoy. Think about how the typical person lives in Ghana and how much more you have! Feel your wealth.

3. **Focus on your blessings.** See the glass half full not half empty. Realize every day is a gift.
4. **Understand that fear is an illusion.** It's not real. It won't happen, at least not most of the time, so stop acting like it will.
5. **Think about what you DO want, not what you don't want.** Picture it, project it, and claim it as yours. See it as already completed.
6. **Create vision boards or write yourself notes** and place them where you can see them on the bathroom mirror, refrigerator, on your desk.
7. **Write affirmations that you want to already be true,** like "Avalanches of abundance are flowing to me." Remember, the Universe or God will bring to you whatever you believe you can have. Faith is key here.
8. **Hold the vision you want and keep visualizing it** first thing in the morning and last thing before sleeping. You are in control of creating your life, but imagining what you want. "Whether you think you can or think you can't, you're right." – Henry Ford
9. **Realize that there is more opportunity to create wealth now than before.** Seventy two percent of all wealth has been created in the last 12 years! Look to incorporate technology into what you do – either your business





or even for personal endeavors. Use Craig's List, Ebay, and Facebook to advertise for what you need.

10. **Open your mind to what's possible now.** By not staying in a fearful state, you will be able to see more possibility. Also, listen to your inner voice and to what other people tell you. If you keep hearing people telling you the same thing, pay attention and take action. There's a message for you, so listen to it.

Start living your life as a "guided" adventure and watch your wealth begin to grow again!

About Linda P. Jones, America's Wealth Mentor™



If you want financial independence but feel lost and confused by traditional financial advisors, **America's Wealth Mentor™ Linda P. Jones'** innovative approach to financial wealth and security is for you. Linda teaches how to achieve your financial dreams in a way you've never thought possible by literally transforming the way you think and learn about building wealth.

Without focusing on boring numbers, budgets, or spreadsheets, Linda makes finance fun and relatable by sharing stories from her own experiences becoming a self-made multi-millionaire. She shows people how to build wealth the right way, in a way that Wall Street and traditional financial advisors don't teach. She believes that the Twin Pillars of Wealth Building are the shortest and most direct paths to financial success—following the billionaire model of investing and creating a luxury brand business.

Linda grew up in a middle-class family living near some of America's wealthiest families, sparking a lifelong quest to understand the secrets to becoming wealthy. At first she thought traditional Wall Street-style investing would provide the answer. And she certainly was successful. Over the course of a 25-year career on Wall Street, she became a Regional Vice President at a large investment firm and was responsible for a territory producing more than \$200 million in annual sales. But, at the same time, she realized she was actually building money faster at home by using her own strategies.

Linda made her first million by age 38 after identifying a lucrative pattern of financial cycles. She doubled that million the next year. Using the same strategy, she was also able to identify the peak of the real estate bubble and correctly determine when to sell at the top, while many other experts didn't.

It was a tragedy in Linda's personal life that inspired her to share her hard won wealth-building knowledge on a large scale. After suddenly losing her husband to a brain aneurism when she was just 45, Linda felt enormously grateful that she was financially safe and secure and had the knowledge to deal with important financial decisions. It was then that she had a new vision—to empower women (and smart men) all over the world in finding the same peace and security she'd experienced—and The Global Institute of Wealth for Women™ was born.



Linda is a keynote speaker, author and media expert. The topics she covers include:

- How to Create Your Luxury Brand Business™
- The New Era of Prosperity
- Three Steps to Financial Freedom
- Why Budgets May Be Hazardous to Your Wealth™
- How to End Financial Strife with your Partner and Grow Wealthy Together
- Live a Wealthy Life without Budgets, Boredom, or Bosses™
- How to Be Wealthy Without Ever Crunching Numbers
- Investment Secrets of Billionaires That You Won't Hear About From Your Advisor™

Linda offers group and individual mentoring, a mastermind, and leads two 3-day live events, **The Create Your Luxury Brand Intensive™** and **The Be Wealthy & Smart Intensive™**. Learn more about how to live a wealthy life without budgets, boredom, or bosses™ at www.lindapjones.com.

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Legal Forum, Choice Of Laws & Official Language

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