



Chapter 13
Selfishness

Personal Development Secrets
Of Successful Entrepreneurs



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Selfishness

How To Accelerate The Process Of Your Successful Performance

Before we get started I want to make you aware of other opportunities to take your business and life and put it on a more direct track to the success you desire.

This offering is only for the serious entrepreneur. The **Business Keys To Success Home Study Course** is designed to guide you to take an in-depth look, design action steps and develop a plan for you and around you to take you to greater success.

As you go through this course you will change your thinking, get a clearer picture of where you want to go and most importantly, create the tools to get there. This course will stretch you and start you on a growth track to becoming more and attracting more. Act now by visiting **BusinessKeysToSuccess.com**

For the most direct and effective way to move you and your business forward there is **one-on-one coaching**. When you are coached you have decided that you will no longer be ordinary and settle for average.

Coaching is about being held accountable for what you want. It is about accelerating the process of getting you and your business where you want to go. Would you rather accomplish what you want in 2 years or 6 months? The choice is yours. For more information and to schedule your free initial consultation, visit me at **TheHoustonBusinessCoach.com**

Questions for Reflection and Evaluation

Today's Lesson On Selfishness

When you are self-employed you can keep control of things that are not good for you.

In fact, if you don't detach from activities or people as you move along our path to success then... you really aren't moving forward.

Think about it. If you hold onto everything you have now you can't grow.

There is an immutable law in the universe. You must let go of what you have in some shape or form in order to be able to get what you want.

When you hear the phrase, "addition by subtraction", this is what it means.

In order to be more and ultimately have more you have to let go. If you don't how can you bring more goodness into your life.

1. What are you controlling or trying to control that is keeping you from growing your business or you?

2. What are your reasons for keeping control? List.

3. What are your fears if you give up control?

4. One of the challenges of self-employment is to not only keep your freedom but to create more. What are the benefits that will come to you by giving up control?

Do you want more creativity? Do you want to take your business and live to a higher level? Remember the monkeys. In their desire for control they lost it all.

Keep your hand closed like the monkeys and it is not possible to receive more, let alone give more. Decide where you are going to let go.

Determine one thing where you are going to let go. Then after you do decide what you want to add as a result of letting go.

Start practicing addition through subtraction. Make it part of your life.

Always examine where you might subtract. Look at what you want to add.

And remember, you don't always have to be adding something.

Not only will you create more freedom for yourself, but you will grow and so will your business.

The Houston Business Coach series of educational products can put you on track to having more in your business and life. For other products go to TheHoustonBusinessCoach.com, For one on one coaching, contact us to discuss your options at 1-866-387-7805. We look forward to speaking with you.

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