



SIRI STAFFORD/THINKSTOCK

## The millionaire mindset

To be successful, adopt the behaviors of those who succeed.

BY PAUL S. INSELMAN, DC

**T**HERE ARE NO COINCIDENCES IN THIS WORLD. HAVE YOU EVER noticed that the right song, the right person, and the right message can show up just when needed most? This article could be one of them.

Over the past 11 years I have had the great fortune of coaching and associating with some high achievers. One client is a billionaire and many have a net worth in the millions. Each of these clients started out like you and me—with some significant differences. According to authors Russ Alan Prince and Brett Van Bortel, high-wealth individuals possess *millionaire intelligence*.

The key idea is that millionaires think and act differently than the rest of society. And millionaire intelligence is the framework people regularly

employ to join the ranks of self-made millionaires. Consider the elements of this type of thinking and couple them with usable action steps.

In many of his writings, life coach Tony Robbins discusses modeling, or the ability to essentially copy what someone else has done so you don't have to reinvent the wheel. If you aspire to become a millionaire, then behave as millionaires do and you will start moving toward your objective.

On a daily basis, most self-made millionaires:

- ▶ Believe in a higher power
- ▶ Are grateful for what they have
- ▶ Are committed to creating significant personal wealth
- ▶ Help others get what they want
- ▶ Are not afraid to fail or make mistakes

- ▶ Surround themselves with advisers who can help them achieve their goals
- ▶ Regularly network with people who can help them achieve their goals
- ▶ Learn how to communicate effectively
- ▶ Give back for the greater good

You can employ strategies that put the above list into play immediately.

1. On a daily basis, strengthen your belief system. You can use affirmations, visualizations, journal writing, or personal conversations with God, spirit, wind, Innate, or any other concept that you resonate with.

2. Gratitude gives you altitude. Every morning when you wake and each evening before you go to sleep, think of the things you are thankful for. There is significant power in gratitude.

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## PERSONALGROWTH

**Since failure is not a thing to be feared, mistakes are a welcome part of the process—they are learning opportunities.**

3. Wanting financial freedom is different from committing to creating it. Having written goals complete with action steps is imperative. Once you have a roadmap to follow, the action steps will guarantee that you move in the direction of achievement.

4. Helping others get what they want is the key to success. When patients come to your office, if you know why they are there (by doing a proper consultation and report of findings), you will help them achieve their highest desires. Patients who feel helped won't mind paying you. Millionaires understand that when they help the other person win, they win too.

5. Millionaires are not afraid of mistakes and don't regret the decisions they make. Since failure is not a thing to be feared, mistakes are a welcome part of the process—they are learning opportunities. Millionaires analyze their mistakes so they don't repeat them. They know that trying and failing will get them to their goal much faster than living in fear and not trying at all.

6. Millionaires know they don't have all the answers. They surround themselves with trusted advisers who fill in the gaps in their knowledge or weaknesses in their personality. In a healthcare practice, you should hire six advisers: an attorney, a certified public accountant, a business coach, an insurance agent, a compliance and coding expert, and a financial planner.

7. Millionaires like to network with people who can help them achieve their goals. This doesn't mean they won't engage with people who can't help them, but they avoid wasting time and energy networking with such individuals. Networking isn't the same as socializing.

8. The art of communication is paramount in any endeavor. If I were speaking to you in a language you didn't understand, we would be having an ineffective conversation. The same goes for you with your patients. They come in speaking their own language. If you don't know how to speak to their personality type, they won't accept your treatment recommendations. Master communication and watch compliance increase.

9. Millionaires always come from a position of love, not fear. If you act from the heart and not the head you will rarely go wrong. Look at all of the philanthropic work that Bill Gates and most other wealthy individuals do. They give back for the greater good.

Now that you know how a millionaire thinks and acts, make a checklist of the things you do (and don't do) like a millionaire. As you start to add to the "things you do" list, you should see an improvement in your practice and overall life.

Anyone can become a self-made millionaire. But achieving this status is not just about money. It is about wealth, health, happiness, and respect. Every self-made millionaire started out like you and me; they just took different action steps. And you can model those steps if you are willing to invest your time, money, sweat, and tears to achieve greatness. ☺



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